

# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

OCTOBER 15, 1960



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Elm, Christine Buisman	.....	B	.....	B	B	B
Elm, Moline	B	B	.....	B	.....	.....
Linden, American	B	B	.....	B	.....	.....
Linden, cordata, little-leaved	.....	.....	.....	B	B	B
Linden, Redmond, pyramidal	B	B	.....	B	.....	.....
Maple, Norway	B	B	W	W	W	B-W
Maple, Norway columnaris	B	B	W	B-W	W	W
Maple, Norway Variegated	B	B	W	B-W	B-W	.....
Maple, schwedleri	B	B	W	B-W	W	W
Maple, Crimson King	B	B	W	B-W	B-W	W
Mountain Ash, European	.....	B	.....	B	.....	.....
Oak, Pin	1 1/2-in. cal.	B	.....	B	B	.....
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# AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

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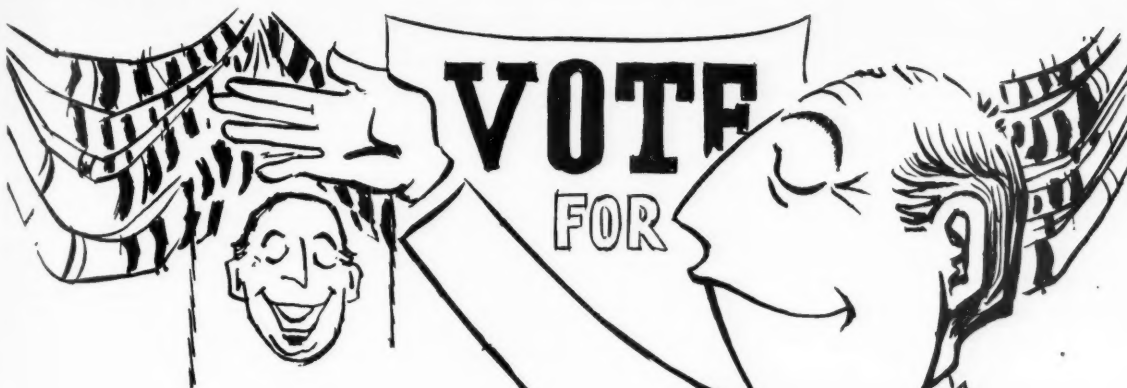
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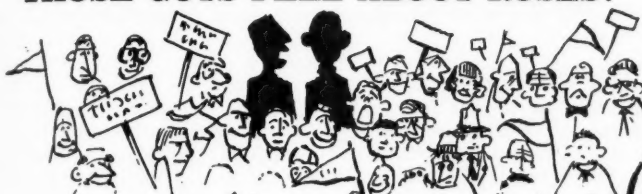
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Forms for the November 1 issue will close Friday, October 14

Forms for the November 15 issue will close Friday, October 28. Mail copy to arrive at Chicago by these dates—no later.



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# AMERICAN NURSERYMAN

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## Editorial

### CUT PRICES AND QUALITY

In their efforts to adopt what are considered modern merchandising methods, some garden centers are using the newspapers to advertise plants at cut prices—roses, 59 cents; shrubs, 98 cents; evergreens, \$1.98. Some of these advertisements cannot be distinguished from those of sales lots or clearance counters run by gas stations, department stores and the like. In some cases even the name of the advertiser gives no clew as to his character. Quite aside from the question as to what kind of stock can be sold at those prices, such an advertiser, if he be a nurseryman, fails to take advantage of the superiority that is implied when a nurseryman offers stock, in contrast to some other seller.

The fact that he is a nurseryman should count large. A nurseryman is one who cares for, or nourishes, young plants. As such he regards them as living entities, not as so much merchandise like cordwood or hay. In selling plants, there should be an implication, in the case of a nurseryman, that his regard for quality and for the continued prosperity of his plants comes foremost. If he offers the plants at cut prices, because of competition, the end of the season or other cause, that should be a lesser and incidental advantage to buyers; primarily, his calling should imply quality in the plants he offers.

While many plants must bring high prices because of their size, slow habit of growth, rarity or novelty, there are numerous common species of shrubs and trees which can be offered to the indiscriminating or impetuous public at low prices. But the stock at low prices, even though common in character and small in size, should be of good quality as to appearance and living condition if offered by a nurseryman. If he cuts quality as well as prices, he is not only discrediting his calling, but also discarding his prime advantage.

### TELL THE SIZE

Regardless of the question of conforming to A. A. N. recommendations for nursery stock grades and standards, mail-order sellers of plants would earn the good will of the gardening public by specifying in all cases the exact sizes to be delivered, in their catalogs or other mail advertising. Most catalogs do this now, at least in a majority of instances. But descriptions of new introductions or unusual plants, in which only one size may be available, tell the garden buyer all about the flowers, foliage, fruits and mature size in glowing terms and then only indicate the price. As this, particularly in the case of a new introduction, may run from one or two to several dollars, the uninitiated amateur, especially if he does most of his shopping in local nurseries, may think he is going to get a sizable bush for the sum, whereas, he usually gets a small plant, even one out of a 2-inch pot.

As the public becomes more garden-minded and seeks plants not to be found in local nurseries, more of them will shop by mail, especially for new or unusual species or varieties. These are the cause of the complaint from amateur gardeners, and it is passed along to the nurserymen who employ catalogs or advertising to sell by mail.

### SALES OUTLOOK

While newspaper headlines have reflected the unsettlement in the stock market and slower production in the steel, automobile and a few other industries, high employment and increased wage rates have maintained the total personal income in this country at its high level. Consequently, retail sales have shown only a slight decrease in most lines. Services and sales of consumer goods of the "soft" type, including food, clothing and the like, have generally been close to or even ahead of last year's, though sales of automobiles, home appliances and similar items have been markedly less. As the latter are the items most purchased on the installment plan, the public has thereby shown no disposition to increase consumer debt, but has added to its savings, laid away in the banks or put into federal and other bonds.

So it is apparent that the public has the money to buy the things it wants, and those enterprises which are most efficient in producing sales fare the best, in soft goods or hard

lines. No longer are folks buying in apprehension of higher prices, since the bugaboo of inflation has lost its spell. Buying has become selective, with an eye on the merchandise and an ear to effective sales appeal.

Not many forecasters express much optimism about the early half of next year. So nurserymen planning their business program for next spring will need to step up their efforts and use their most efficient methods.

### RARE READING

Books on accounting, finance and other phases of business management make dry reading, even when they are made more interesting by the lectures and counsel of capable professors to college students. Even the addresses, or lectures, such professors occasionally present at nurserymen's meetings are not rated high in getting attention, one reason why they are not more frequent.

But in presenting their topics before the management conference recently conducted by the A. A. N., the professors gave special thought to their application to nurserymen's needs, and the discussion which arose at the conference sessions showed that they hit their mark.

Indeed, a reader of this magazine who has studied the reports of the conferences in preceding issues will be aware of the interest which they aroused. Fortunately, members of this magazine staff were able to be present and can present in current issues summaries of the professors' lectures or talks, for they were not made available in transcript form.

These summaries of the talks on finance, accounting and other subjects which will appear later are doubly reported, once from Sagamore and once from Arrowhead. This is not duplication, for the different speakers gave attention to somewhat different aspects and treated their subjects in different ways. Their pertinent examples of application to the nursery industry were different, and the discussions interspersed in these accounts, at the so-called buzz sessions, report the different trends of thought.

Here is the unprecedented opportunity for the reader who could not attend either conference, to see the value in his business of practices which he previously may have considered beyond his understanding or too abstruse to merit study. Here is business management brought home.

# California Celebrates 50th Convention

## President Schneider Advocates Accepting Chain Stores into Association

By Richard B. Kilner

The 50th annual convention of the California Association of Nurserymen, with beautiful Yosemite national park, Yosemite, as its site, attracted over 450 registrants. The golden jubilee program was held at the Ahwahnee hotel, September 20 to 22. While many of the current problems of the industry, some unpleasant, were discussed, the surroundings of natural beauty gave rise to more than usual contemplation about the positive and less materialistic aspects of being a nurseryman.

### Add to Bylaws, Elect Officers

Four bylaws changes were approved. A definition of the nursery business was inserted, in order to determine who could qualify for membership. A new membership classification—allied member—was added. In the code of ethics was added the proviso that the C. A. N. emblem may be displayed only while a member is in good standing. Honorary memberships may be granted by chapters to a total equaling no more than 5 per cent of regular members.

Eloquent invitations for the 1962 convention were tendered for Sacramento by Eugene Armstrong, Capital Nursery Co., on behalf of the Superior chapter; for Monterey, by Clayton G. Pleiman, Tempo Landscape & Garden Service, Castroville, Monterey Bay chapter; and for Hoberg's resort, Lake county, by Harold Prickett, Prickett's Nursery, Santa Rosa, Redwood Empire chapter. Sacramento was voted the 1962 convention site.

The membership unanimously elected the new officers selected by the nominating committee: President, Robert T. Warner, Manhattan Garden Supply, Manhattan Beach; vice-president, Walter C. Borchers, W. B. Clarke & Co., San Jose; treasurer, Eugene Armstrong, and controller, Richard Westcott, Paul J. Howard's Flowerland, Los Angeles.

### President's Address

In his opening president's report, Jack Schneider, Orchard Nursery, Lafayette, offered the following personal opinions on positive actions nurserymen should take:

1. Take into the association the chains such as the Woolworth Co., Sears Roebuck & Co., Safeway Stores and Montgomery Ward. It



Jack Schneider, outgoing president of the California association, at right, presented Dr. Richard P. White, A. A. N. executive vice-president, a featured speaker at the California convention.

would be better to have them in on the trade's side than in opposition on the outside. They are in this business and should be in the association.

2. Streamline the board of directors of the C. A. N. Make it more workable by patterning it after the A. A. N. board. There can be a large number of members, but there should be a smaller executive committee, enabling more to be accomplished in a shorter time.

3. Work more closely with suppliers. It is the green goods that pull the customers to the nursery in the first place, but over half the total dollar sales are in allied goods. Suppliers should have a more important part in the association and should

also accept more responsibility and participate actively. With such a move there should be a more equitable dues structure for suppliers according to size, rather than one flat fee.

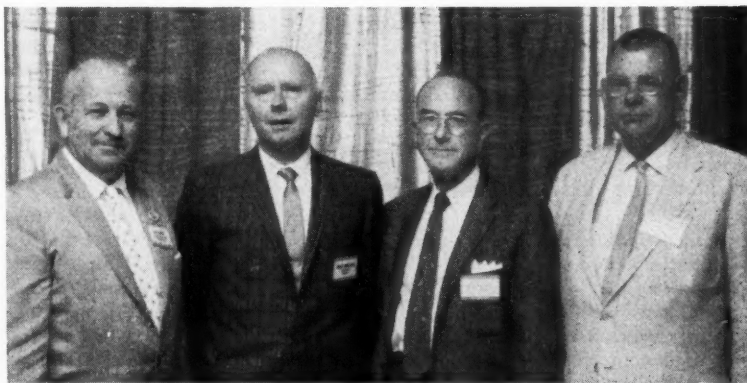
### Retailers' Moves

4. Increase emphasis on the retailer in association programs, because in the end he must sell the goods to the consumer if anyone in the industry is to profit. The retailer should: (a) Emphasize the garden center concept, with a wide variety of products and services, as opposed to the specialist of the past. Mr. Schneider urged the inclusion of a landscape department, which would go out after business. The nurseries with such operations are the fastest-growing in the industry. (b) Diversify to make use of facilities the year around. (c) Increase the use of credit as a sales tool, with aggressive collection policies. At the same time the retailer should pay his own suppliers on time; negligence in this area has been a big reason for wholesalers' selling to chains.

President Schneider closed by noting that while there are many problems ahead and many "bugs" to be worked out of the program being created by the association, nothing would ever be accomplished if all objections had to be overcome before taking any action.

### Executive Secretary's Report

The report of the executive secretary of the C. A. N., Elmer Merz, recalled a meeting at Los Angeles 50



New officers of the California Association of Nurserymen: Left to right, Robert Warner, president; Eugene Armstrong, secretary; Richard Westcott, controller, and Walter C. Borchers, vice-president.



years ago, which led to formation of this association. It actually started at San Jose, in 1911, with 25 members. The following of the original members or member firms still maintain memberships:

J. S. Armstrong, Armstrong Nurseries, Ontario; W. B. Clarke, who was formerly with the California Nursery Co., Niles, and later started his own business, W. B. Clarke & Co., San Jose; Leonard Coates, founder of the Leonard Coates Nurseries, now owned and operated by Ray Hartman and his sons; D. W. Coolidge, Coolidge Rare Plant Gardens, Pasadena; M. L. Germain, Germain's Seed & Plant Nursery, Los Angeles; Charles Howard, Hemet; Fred H. Howard, Howard & Smith, Los Angeles; E. S. Richman, Orange County Nursery, Fullerton; George C. Roeding, Fancher Creek Nurseries, Fresno, which later became the California Nursery Co., Niles; R. M. Teague, San Dimas Citrus Nurseries, San Dimas; Almon Wheeler, Ruehl-Wheeler Nursery Co., San Jose, and Charles Winsel, Winsel's Seed Store, Los Angeles, which later became the Winsel-Gibbs Nursery.

Today, there are over 1,000 C. A. N. members in an industry which has reached more than \$100 million at the retail level. The members meeting in 1960 at Yosemite have similar objectives to those well outlined by the founding group 50 years ago.

Mr. Merz commented on the fields of activity of the association during the past year. Four of the most important fields of endeavor he cited were taken up in detail in other discussions and/or committee reports—market development and public relations, "Plant California," labor, and scholarship and education.

#### Important Group Activities

Mr. Merz outlined several other important fields of activity, as follows:

(1) Research — Three problems under intense study are crown gall, oak root fungus and nematodes. The Peninsula chapter of the C. A. N. gave \$500 in the name of the association as a whole to the University of California for research on oak root fungus.

(2) Formation of Western chapter of Plant Propagators Society—This group scheduled its first meeting October 14 to 16. C. A. N. emphasis was formerly on growers' problems, but in recent years attention has switched to the retailers, due to problems caused by mass migration to California. The association is going to cooperate fully with the new

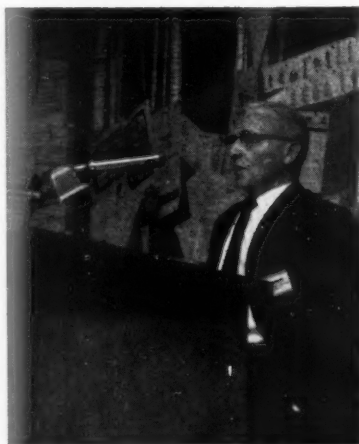
group and will support it according to the wishes of its members.

(3) Legislation — January, 1961, marks the opening of perhaps the most controversial state legislature session in history. For the first six months of the year this activity will demand most of the time of association officials at Sacramento, because of the far-reaching results proposed legislation could have on the nursery industry.

(4) Credit and collection system—Since approval of this system a year ago, \$14,000 has been collected for 278 member firms participating.

(5) Group insurance programs—Mr. Merz outlined the programs available and urged members to avail themselves of their protection and benefits.

Mr. Merz pointed out that two thirds of the population growth in the past 10 years has been in the



Howard P. Quadland, A. A. N. director of public information, addressing the California Association of Nurserymen's annual convention at Yosemite, Calif.

suburbs. This is good for nurserymen, but has brought competition. To hold its position, the trade must exploit its advantages much more rapidly through a positive program. Business will continue to go where it is invited and remain where it is appreciated.

Dr. James T. Ralph, who will become director of the California department of agriculture January 1, 1961, reported on the department's activities in connection with the nursery industry. Dr. Ralph noted that the \$77 million in cash receipts for greenhouse and nursery stock placed them as the sixth highest California agricultural crop. However, the problem of urban sprawl, or the race with the bulldozer, is covering more and more good land with asphalt, concrete, etc. This

creates more customers, but poorer lands for production. He cited tremendous reductions in acreage by crops and areas throughout the state. Another result of this movement is a change in consumer preference for nursery products. California has the fourth highest per capita income among the 50 states, and this is far above the national average.

The department is attempting vigorously to enforce laws on disease, pests and cleanliness, most of which were sponsored by C. A. N. It is hoped that there will soon be point-of-origin inspection, replacing inspection at destination, contributing to a freer movement of nursery stock. Currently there is a crash program to find the cause of pear decline. Many areas report pear crops over 25 per cent under predictions. Virus and nematode problems continue as serious and are receiving accelerated study. Nematodes have the ability to survive in the soil after plants have been removed. They multiply and infect new planting. Viruses cannot be detected in dormant stock—and not always in plants that are not dormant. Transmission tests are needed for detection, but they take too much time to be useful in policing.

Dr. Ralph outlined the recent regulations adopted. He is encouraged by the increasing interest in regulation and certification of nursery stock. He hopes that sometime there will be certified sources of all major nursery stock. This will be an important accomplishment.

He alluded to the volume of statistics pointing to a large increase in the market for nursery stock. During the 1959-60 year licenses to sell nursery stock were at an all-time high—8,022.

There is under study a proposed reorganization of the department of agriculture, which would establish divisions according to the nature of work performed—plant scientists, economists, enforcement, standards, veterinarians. This would not affect the bureau of nursery service, which would continue to operate as it is now.

#### Nurserymen's Destiny

The next speaker, Walter L. Doty, director of editorial research, Sunset magazine, has long been qualified through his work to speak intelligently to nurserymen. He noted that he now has an even closer rapport, since he recently became a grower himself. As such he has a new awareness and sympathy for some of the problems of the industry.

Mr. Doty came to discuss where the nurseryman belongs in tomorrow. [Continued on page 118]

# Personnel Problems, Management Topic

Why People Act as They Do Explained by A. A. N. Conference Professors

SAGAMORE conferees heard the subject of personnel as the third topic at the annual management conference held at the Sagamore conference center in New York, sponsored by the American Association of Nurserymen in cooperation with Syracuse University, Syracuse, N. Y. Leading the discussion was Prof. Kline Hable, chairman of the personnel department at Syracuse University. Professor Hable stressed the fact that a knowledge of human nature and why people are as they are is important in handling complex personnel problems.

In discussing psychological aspects, he pointed out that some of the factors that shape the individual's nature are heredity, environment, and stage of maturation. All people have basic drives that they act to satisfy, he continued. Among these are hunger, thirst and self-preservation. In addition there are social drives that have objectives of security, recognition, prestige, status, self-approval and gregariousness. These latter drives grow with maturity in a social environment. However, the basic and social drives are intermixed.

There are five levels of drives, having different stimuli, in the following order of importance: Physiological needs, personal safety, social relations, status and self-actualization. To make use of these drives in business, one must determine on what level a person should be appealed to; one of these levels can usually be utilized.

It is the individual's unresolved conflicts that cause personnel troubles. The usual course is for an individual to put himself in a position in which he is comfortable. Some of the adjustment mechanisms that come into play in this effort are as follows: (1) Daydreaming; (2) compensation, direct and indirect (in direct compensation one succeeds in the field of activity and in indirect compensation one succeeds in another field); (3) identification (taking on the attributes of another person); (4) withdrawal; (5) selective forgetting, and (6) evasion of reality. Many of these techniques are troublesome to management.

The discussion on personnel was renewed in the afternoon "buzz session," with suggestions on how man-

[Continued on page 89]

NURSERYMEN at the recent A. A. N.-sponsored management conference at Lake Arrowhead, Calif., having completed factual, down-to-earth courses in "Accounting" and "Finance," feared a lapse into generalities in the "Personnel Management" sessions. However, they were quickly relieved when their instructor, Dr. Fred Massarik, of the University of California at Los Angeles, brought the problem home to each one of the nurserymen present by citing the following quotation.

"The businessman looks analytically, explicitly at all elements of his business—except the most important element—himself."

He went on to develop this theme and show how to look at this most important element—and how to improve one's business by so doing. The sessions were made all the more meaningful by his involving the group so that the members participated in both the presentation and solution of their own problems, using special techniques he tendered.

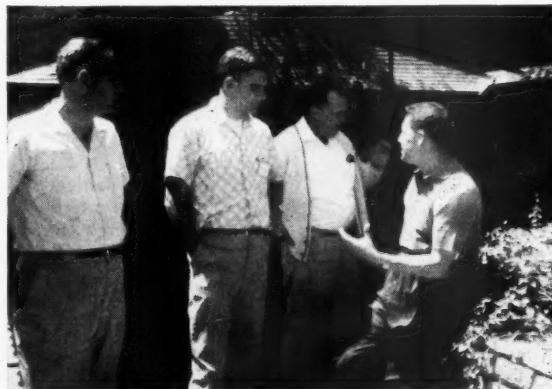
Rather than talk about "personnel management," Dr. Massarik preferred the term "people problems." While one's daily contact with accounting, finance, credit or sales might be slight, he is dealing with "people problems" every waking hour—and probably more. The only "tool" one has to solve "people problems" is himself. Usually one blames "the other guy" for his problems. This gets one off the hook and prevents injuring one's self. However, one should look at himself. This is, of course, often painful—and actually difficult. But this "tool" can be modified, it can change, it can grow, it can learn.

Dr. Massarik divided the class into groups of five, and each of these groups was to decide what it believed is the most important "people problem" in business? It was interesting to note that while each of the groups announced its problem in different words, using a variety of examples to clarify its position, the troubles boiled down to a problem of communications between employer and employee.

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The 55 nurserymen in attendance at the third management conference held at Sagamore, near Raquette Lake, N. Y., sponsored by the American Association of Nurserymen, in cooperation with Syracuse University, Syracuse, N. Y., divided into two groups each afternoon and held "buzz sessions" discussing their individual business procedures. Above is pictured one of these group meetings on the porch of the Wigwam cottage.



Discussions of personnel problems at the A. A. N. conference at Lake Arrowhead, Calif., were carried on after classes. Shown above, left to right, are Wendell P. Nuffer, Mountain View Nurseries, Inc., Troutdale, Ore.; William Gerber, Portland Wholesale Nursery Co., Portland, Ore.; Willis Stribling, Stribling Nurseries, Merced, Calif., and Dr. Fred Massarik, instructor in personnel management.

# Indian Summer Session Attracts Crowd in Oregon

By Charles H. Potter

The annual Gearhart Indian summer session for nurserymen was held at the Gearhart hotel, Gearhart, Ore., September 19 to 21 with a good attendance. George Caldwell, in charge of stock pickup, Portland Wholesale Nursery Co., Portland, was chairman of this year's affair, and it was a gay, busy meeting from beginning to end. The weather was beautiful most of the time.

Mr. and Mrs. Robert Walker, Holgate Nursery, Portland, and Miss Jane Percy, H. L. Percy Nursery Co., Salem, were in charge of the registration. Those who arrived early the first day amused themselves with golf, cards, swimming, strolling on the beach and other recreations. Another of the Gearhart hotel's famous buffet dinners was enjoyed the first evening, followed by a showing of a good first-run motion picture. The Willamette chapter of the Oregon Association of Nurserymen furnished the film and Miss Jane Percy and Verl Holden, H. L. Percy Co., Salem, were in charge of the showing. Swimming and dancing followed the film for the balance of the evening.

Tuesday morning, September 20, a business session was led by President Reed Vollstedt of the Oregon Association of Nurserymen, Eugene. He said that two board meetings of the association had been held and progress had been excellent. He paid tribute to the work of Executive Secretary Charles H. Potter, Portland, and expressed regret that he would be leaving the organization the first of next year. He said that appointment of a new executive secretary would be made before long.

## Meet With Officials

President Vollstedt told about a meeting held in August by O. A. N. members with James Short, head of the Oregon department of agriculture; Hugh Taylor, head of the division of plant industry, and his assistant, George Moose. The meeting, he said, was worthwhile and left nurserymen in a good position with the department of agriculture. A feeling of mutual cooperation between the nurserymen and the state department of agriculture exists, he said.

W. P. Nuffer, Mountain View

Nurseries, Inc., Troutdale, gave an excellent report on the Lake Arrowhead A. A. N. business management conference, which he attended, along with several other northwest nurserymen. Wayne Weeks, Weeks Berry Nursery, Salem, Ore., added a few remarks about the conference, as did Miss Jane Percy. Miss Percy also made a report on the A. A. N. convention at Cincinnati, O.

Vice-president Erwin Fowler, Milton Nursery Co., Milton-Freewater, spoke about progress being made on the O. A. N. convention that will be held at Portland January 25 and 26, at the Multnomah hotel. The group set the dates for the 1961 Gearhart meeting as September 18 to 20. Thereafter the meeting will be held during the first two weeks of September.

Principal speaker for the business session was Charles Wood, resident forest engineer, Clatsop division of the Crown Zellerbach Corp., his topic being "Trees or Plants for a Profit."

He told about the reforestation project carried on by his firm. Some 800 trees per acre are planted, he said, and after two years 80 per cent survival is hoped for. The first crop occurs in 20 years, when some of the trees are thinned out to make room for the main crop later on. In 60 years some of the peeler logs of Douglas firs have reached 40 inches in diameter and are ready to harvest, and spruce and hemlocks have reached a harvesting size of 70 inches in diameter.

## Lumber Industry Progress

He next outlined the manner in which the lumber industry over the years has progressed, with more and more college graduates being employed in the work. These men, he said, are leaders in their communities, belonging to service organizations and civic groups and participating in all community betterment programs.

In 1925, he said, his division of C. Z. employed seven men with families, whereas today there are 125 homeowner men employed; in 1925 there were two personnel superintendents with high school educations, and today there are 31 with college degrees. The 200 men on the annual payroll, he said, are capable of pro-

ducing three times as much in lumber products today as they would have in 1925.

Seated at the head table during the luncheon on Tuesday were President and Mrs. Reed Vollstedt; President and Mrs. Wayne Cockburn, of the Washington State Nurserymen's Association; Vice-president Erwin Fowler of the O. A. N.; Mrs. Opal Lindstrom, Lindstrom's Nursery, Seaside; William Moller, Moller's Nursery, Fairview, president of the O. A. N. Columbia River chapter, and the speaker, James H. Cellars, executive secretary of the Columbia River Salmon and Tuna Packers' Association.

Mr. Cellar's talk concerned the "Impact of the Commercial Fishery upon Oregon's Economy." He said the fishing industry in the United States amounted to \$5 billion annually and in the world, \$37 billion. United States fisheries employ 200,000 men. The Oregon fishing industry, which is 100 years old, said Mr. Cellars, ranges from a \$26 million minimum to a \$60 million maximum annually. In 1829, the first casks of salmon from Oregon were taken to Boston, Mass., where the fish sold for 10 cents per pound. The first salmon cannery in Oregon was started in 1886, and by 1896 there were 39 canneries. Today there are six canneries doing as much packing as was done by the 39 in 1896. Although the packing of salmon is somewhat diminished, the packing of tuna in Oregon has increased. Canneries pay out \$9 million annually to workers and fishermen.

## Special Events

During the afternoon of the second day of the meeting a golf tournament was held, with Wayne Melott, Carlton Nursery, Forest Grove, Ore., and Charles Rohn, Seattle, Wash., as co-chairmen; a ping-pong tournament, with Mr. and Mrs. Frank Morishita, Fairdale Nursery Co., Troutdale, as co-chairmen; a bridge tournament, with Wayne Weeks as chairman, and a pinochle tournament. Harold Miller, Miller Landscape Service, Milwaukie, was heavy winner in the golf tournament with a low gross, low net and longest drive, and Mrs. Sheila Taylor was the best woman golfer.

Wayne Arnold, Arnold's Clematis Nursery, Milwaukie, and Miss Jane Percy were winners in the bridge tournament. Robert Walker and Mrs. Chris Curtis, Wil-Chris Nursery, Sherwood, Ore., were the best of the pinochle players. Jack Abbott and his wife, Betty, Abbott's Green

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# Concrete Bins Solve Compost Problem

By Fred C. Galle

Director of Horticulture, Ida Cason Callaway Gardens, Pine Mountain, Ga.

Until recently, the common problems of space, odors and flies were faced in the storage of organic materials for use in the extensive planting necessary at Ida Cason Callaway Gardens at Pine Mountain, Ga. Since the gardens commonly keep on hand much more of these materials than any but the largest commercial nurseries, the problem was magnified just that much more. In addition, it was complicated by the fact that hundreds of thousands of persons visit the gardens during the summer months, and the health authorities were much concerned by the possibility of swarms of flies being bred in the vicinity. Also, the gardens management naturally wanted to avert flies as a nuisance and as potential carriers of disease.

The first compost piles at the gardens were made in open fields. For several years these piles were covered with black polyethylene. The sides and the areas around the piles were treated with chlordane before sealing the plastic down. This method gave an odorless and flyfree area; however, still there were problems. In the construction of the compost piles, the material was wet down thoroughly. This added moisture plus rainfall during the composting period created a real problem in using a loader to move the compost.

## Use Horizontal Silo Design

Solution actually was simple. Instead of having a number of mulch piles built on soil, the gardens now have concrete bins built on the order of horizontal silos. Plans for these



Filled Bins of Compost Covered with Black Polyethylene Plastic

bins were adapted from the plan for a horizontal silo available from the Portland Cement Association. We built four bins, using the tilt-up method of construction. Each of these is 20x40 feet and five feet high. Each holds approximately 100 tons of grass and weed clippings, leaves and chicken manure, all well mixed. As soon as each bin is filled, it is covered with a black plastic sheet, which holds heat better than clear plastic and stands up better under direct sunlight.

Each bin has a 4-inch concrete floor sloped inward and to the rear to facilitate the drainage of liquids, which are caught in a 500-gallon pre-cast septic tank.

Construction procedures began with the placing of the floors. The cured concrete then was covered with

building paper, and 5x8-foot side panels were cast on this. The paper, of course, prevented bonding of the panels to the floor. Triangular buttresses for support of the side and rear-end walls were cast in gang forms close by the job. Forms for the panels were made of 2x4-inch planks laid on edge of the floor. These panels were easily tilted up against the supporting buttresses.

A soil road leads to the compost bins, and there is a large open loading area in front of the bins. When the material was being prepared and mixed for composting, it often became wet and soggy. Because of this dampness in the vicinity of the bins, we found it expedient to build a 25-foot soil-concrete apron in front of the four bins. Thus, trucks and a

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Front end of newly filled storage bin. Buttresses along the sides and back support concrete wall panels.



Fred Galle holding triangular-shaped wood form used as an air tunnel under center of compost storage bins.



Illustration A—*Malus Red Jade*, with red fruits and orange-brown stems, adds color and grace to a planter.



Illustration B—The Pink Weeper crab apple is one of the best of the weeping trees adapted to planter use.



Illustration C—Each branch of the weeping form of Norway spruce shows a pronounced pendulous habit.

## Tips for Better Landscapes

# Selecting Stock for Planters — Part V

By Clarence E. Lewis

Department of Horticulture, Michigan State University, East Lansing, Mich.

In one of the earlier articles on planters, I mentioned weeping trees briefly and should like to discuss a few of them now in more detail. They certainly have a place in many planter compositions.

Rising from the rather high planter shown in illustration A a Red Jade crab apple combines well with the rock cotoneaster and euonymus, both of which are not easily seen. In addition to its distinctive grace, this crab apple also has orange-brown stems and attractive red fruits to recommend it. The graceful arching branches, even without leaves and fruit, are interesting during the winter.

The other pendulous crab apple shown here (in illustration E) is the

pink weeper, *Malus Oekonomierat* Echtermeyer. It has a broader-spreading habit, but is still a good plant for planters.

Crab apples such as these—and the same is true for many others—should not be pruned extensively, though occasional vigorous shoots should be removed for the sake of a more regular appearance. Severe pruning, however, results in a great number of water sprouts, making it difficult to choose which shoots to cut and which to leave.

There are several other crab apples that might be used, even though they are not classed as weepers. The arching appearance of the Arnold crab apple makes it a good substitute for some situations, and the same

might be said for Sargent crab apple. The last may vary in form, depending on the propagator, but it usually has a spreading nature. It might be well to consider the plant first if one has a special job that requires a low, spreading form.

The pendulous Norway spruce, with its sharply curving branches, can be an important part of a job. Illustration C shows the accentuated nature of the weeping Norway spruce (*Picea abies Pendula*). Again, one should keep an eye on this spruce, because vigorous branches may appear, and they must be removed before the tree's weeping form disappears in a conglomeration of stems.

Another pendulous variety worthy of consideration is the Sargent weep-



Illustration D (left)—The beautiful Sargent Weeping hemlock will succeed in a planter if it is placed and planted correctly. Illustration E (center)—Several ferns can be used in planters, particularly in secluded, shady places. Illustration F (right)—The cut-leaved staghorn sumac is an excellent choice for planters about glass-walled buildings.





Illustration G—Often scorned as a weed, *Aralia spinosa* is surprisingly effective against large expanses of glass.



Illustration H — Sometimes a simple planting dominated by Baltic ivy is the best planter treatment.

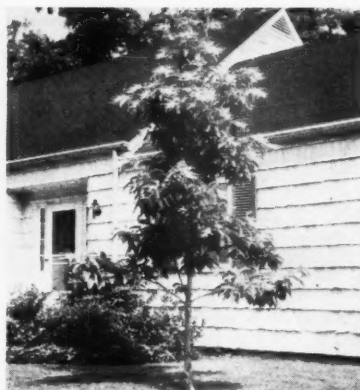


Illustration I — The narrow head of *Oxydendrum aboreum* makes it a splendid small tree for use in planters.

ing hemlock (*Tsuga canadensis* Pennula). Illustration D depicts a fine old specimen. This variety is available in the trade, but must be properly placed and well planted if one expects it to succeed in a planter.

I remember seeing one on each side of a doorway (set in broad planters) of a large building. With the weeping hemlocks, little or nothing more was needed to make the entrance both an attractive and inviting one.

#### Shade Is No Great Problem

Planters located in the shade are not so much of a problem as they may seem. Among the plant materials that readily adjust themselves to this condition are such groundcovers as periwinkle, pachysandra, Baltic ivy and epimedium and shrubs such as yews, rhododendrons and leucothoe.

Ferns, too, could be the featured plants in a shaded planter. The ferns shown in illustration E grow in rather deep shade, rooted in humus and given backing of rock and moss. A generous planting of ferns would

also show to advantage in a broad-leaved evergreen setting, with mountain laurel, drooping leucothoe and periwinkle, for example.

Trees, an important part of any landscape, must also be considered for planter use. In illustration F the cut-leaved staghorn sumac (*Rhus typhina laciniata*) does an admirable job and has been in this location for nearly five years. This planter is very much a part of a building that includes a high percentage of glass surface. In this situation, a tree of solid appearance would be out of place, but the lacey, loose form of the cut-leaved sumac blends very well with the architecture.

The smooth sumac (*Rhus glabra*) has a similar cut-leaved variation that would do just as well. Among others that deserve being nominated are the golden-rain tree (*Koelreuteria paniculata*) and some of the crab apples, such as Arnold and Dorothea.

In illustration G the devil's-walking stick or Hercules'-club (*Aralia spinosa*) gives a loose tropical effect that is not objectionable against the

predominantly glass building. This plant, which some may think of as a weed, becomes an interesting shrub-like tree and is well adapted to planters.

#### For Unusual Effect

It is additionally interesting, since it produces large sprays of white flowers beginning in early August and lasting for at least two weeks. It has a tendency to send up many basal stems, which can be an advantage or a disadvantage, depending on why the plant was originally chosen. The Hercules'-club should not be strictly restrained. Of additional interest in some localities is the fact that dry periods do not seriously affect its survival.

In illustration H the thornless honey locust is in a planter that is of sufficient size to allow the root system to stretch a bit. The top, too, will have to be kept within certain bounds. The rest of the planting in this illustration includes a few oak-leaved hydrangeas beneath the tree and Baltic ivy as a rather solid

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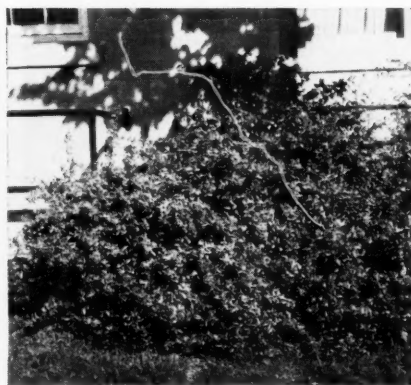


Illustration J (left)—Mass plantings of one plant (Dwarf Japanese yew is used here) are often the most effective. Illustration K (center) Laland fire thorn can be used as a low shrub in a planter. Illustration L (right)—Azaleas with good density, like Hinodegiri, can be massed or combined with other plants.

# Growers' Topics Heard at Alabama Short Course

By Thomas M. Eden, Jr.

Over 100 nurserymen and landscape gardeners crowded the Auburn University campus, Auburn, Ala., to attend the fourth annual short course sponsored by the Alabama Nurserymen's Association in cooperation with the horticulture department of the school of agriculture and agriculture experiment station and the extension service of the university.

Registration was held at the ornamental horticulture greenhouses, and to start the program a tour of the greenhouses and grounds was conducted to view the research in progress. Guides and discussion leaders were Fred Perry, Jr.; William Martin, Jr., and William Baughman, all of Auburn University.

Short discussions were held on several topics while the group was in the greenhouse. Ray Self, pathologist in charge, ornamental horticulture field station, Spring Hill Station, Mobile, Ala., talked on "Disease Control in Nursery Stock." Walter Grimes, extension survey entomologist, Auburn University, discussed insects affecting nursery stock in Alabama. William Martin, Jr., greenhouse manager and instructor, horticulture department, Auburn University, told various ways of sterilizing soil.

## Container Stock Pointers

After lunch, everyone gathered in Duncan Hall studio on the campus to hear a discussion on "Growing of

Container Plants." Henry Orr, associate professor in the horticulture department, was moderator, and first on the panel was Troy Keeble, of the university, speaking on environmental control for container plants. Tom Cannon, research assistant professor of horticulture, North Carolina State College, Raleigh, N. C., next spoke on soil mixtures and fertilizers for container nursery stock. Basic requirements for a good medium are good nutrient availability, good water-holding capacity, good drainage, economy, uniformity and a moderate weight. He felt there is no universal medium and that each plant's needs must be considered individually.

The speaker continued by saying that fertilizer recommendations depend on the medium used, environmental factors, irrigation methods and plant species. In order to make recommendations, one must learn the optimum level for each nutrient element in the plant and in the soil used. One must also determine the best way to keep nutrients at the proper levels. Soil tests are helpful in discovering nutrient levels. To determine the best method of nutrient application it is necessary to test foliar sprays, dry fertilizers, liquid fertilizers and slow-release fertilizers, plus combinations of all of these.

Next on the panel, Dr. Tok Furuta, associate horticulturist and associate professor of horticulture at

Auburn University, spoke on cost control in growing and marketing container plants.

## Grading Program Told

Charles S. Bush, supervisor of grades and standards for the state plant board of Florida, Gainesville, Fla., gave an enlightening talk on the grades and standards for nursery plants as set up by the Florida state plant board and authorized by the Florida state legislature in 1954. He said that in the past two years, because of the standards that are in effect, the ornamental plant industry has advanced. The nurserymen are being constantly informed through talks, exhibits, publicity and personal contact how grading pays, what constitutes good and poor plants, how to improve on plant quality and how to utilize grades in selling to consumers. He said that grades and standards have been written for shrubs, container-grown citrus trees, B&B citrus trees, palms, ornamental trees and liners.

Factors that enter into the grading include freedom from scars; proper healing of graft unions; density of foliage and condition of foliage, with regard to insects, and chlorosis. There are also specifications for root systems, potted, B&B and bare. The grading in the state is completely voluntary; a nurseryman can grade his plants when and to the extent he wishes. Mr. Bush also showed two films on the various grades of ornamental plants in Florida.

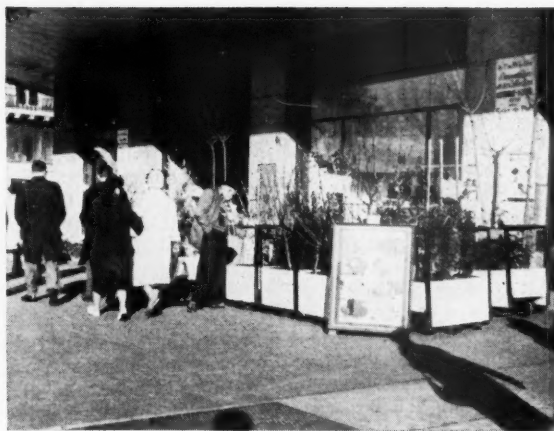
After a coffee break in midafternoon, the nurserymen assembled in Duncan Hall studio for more program talks. The first speaker was Bryson James, extension horticultural specialist, agricultural extension service, North Carolina State College. Mr. James spoke on "Chemical Weed Control in Ornamentals—A 'Must' for the 60's." He said that controlling weeds in nursery stock is one of the greatest problems now confronting nurserymen and landscape gardeners. Weeds cost the citizens of the United States about \$5 billion per year, and this is an expense that can be reduced. It costs nurserymen about \$100 an acre to control weeds in row crops and approximately \$1,000 per acre to control weeds in liners.

Advantages of chemical weed control were given as lower cost, ease of application even under adverse conditions; reduction of mechanical damage to plants and leaving unwanted seeds covered. He further stated that fall treatment, using pre-emergence herbicides, such as sima-

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Walter Grimes, left, and Dr. Tok Furuta, right, both of Auburn University and program speakers, with John Brown, center, assistant manager of the Bellingrath Gardens, Mobile, photographed during the recent short course for nurserymen at Auburn.



Left: Sidewalk displays of nursery stock spring up outside Paris seed stores and flower shops at fall planting time. Right: Non-nursery competition is known in Paris, too. Shown is a display at the Samaritaine, one of the city's largest department stores.

## Sidewalk Garden Shops Seen in France

By John J. Pinney

The left bank of the Seine river at Paris, France, is noted for its book-stalls, Latin quarter, Bohemians and bums. But the right bank in October of 1959 was a veritable treasure house for the outdoor gardener.

When we arrived at Paris, the weather was cool and sunshiny, just right to bring on the urge to plant. Nowhere, however, had we seen any establishments even remotely resembling what we in America refer to as garden shops or garden centers. The nearest approach to them were the seed stores, flower shops and places where one could buy house plants.

One day we became aware of nursery stock and bulbs being offered for sale in bins and racks on the sidewalks of Quai de la Megisserie, which forms the right bank of the Seine nearly opposite Notre Dame cathedral and only a short distance from the Louvre art museum in the very heart of Paris. To offer nursery stock for sale in this location is comparable to selling it on the sidewalks outside Marshall Field's, at Chicago, or Saks Fifth Avenue, at New York city. All of the displays were on the broad sidewalks in front of seed and flower establishments. These probably obtained their supplies from wholesale nurseries or had their own nurseries outside Paris.

### Long-Established Firm

Among the establishments with sidewalk displays was the world-famous Vilmorin-Andrieux, one of the oldest and largest horticultural firms in Europe. It was established about 1775 and is still operated by

the founding family. The present manager is Roger Vilmorin, a talented botanist and horticulturist. This firm occupies two corner locations, with only a narrow street between. Each of these locations, instead of comprising one large unit, is made up of a series of separate shops, each one specializing in one type of merchandise, such as seeds, pottery, house plants, garden supplies and nursery stock.

### Preparing Plants for Sale

Some of the methods of preparing plants for sale in these outdoor markets differed widely from those employed in the United States. Many trees and shrubs were offered bare root, standing up in boxes of peat

moss. There were rosebushes with sphagnum moss held in place around the roots only with string. Clay pots, large and small, were used extensively for many kinds of plants. Nowhere did we see metal containers or asphalt paper pots, so common in this country. Some roses, obviously bench roses, had their tops tied with willow withes, a practice which was once common in America but is now followed only by a few nurseries, mostly in the east. There were plants with polyethylene around their roots and their tops tied with raffia.

Many small evergreens had been dug with balls of soil, which were protected by straw coverings rather than burlap. The straw was disposed evenly and neatly around the balls,



Potted chrysanthemums and Dutch bulbs are included in the wide variety of seasonal planting stock offered along the right bank of the Seine at Paris, France.



giving them straw jackets similar to those used to protect wine bottles. Obviously, great skill was required to do this.

#### Paris Sidewalk Displays

It was apparent that all of the displays would have to be moved indoors every night. They were on one of the busiest thoroughfares of the city, with no protection from pilferers. This necessarily involved a great deal of effort, and we wondered why the nursery stock was not put on sale inside the shops. Upon stepping into a few of the stores, we soon discovered that such a practice would be impossible. They were already cluttered with a great deal of merchandise for which there probably was sale for many more months in the year than there was for the nursery stock.

The French did not seem to mind the extra work. One afternoon as we

were about to explore the sidewalk nurseries, a violent wind came up, accompanied by showers. For shelter we ducked into the foyer of what appeared to be a public building and waited for the storm to pass, which it did in a few minutes. When we emerged from the building, the street nurseries were a scene of chaos. Racks of trees and shrubs had been blown over, clay pots had been upset and broken, bulbs were rolling around on the sidewalk, seed packets were scattered widely, signs were askew. Workers were already busy putting things aright. No one seemed out of sorts, and there was laughing and jesting.

#### Competition

The horticultural establishments at Paris know what it is to have department store competition. We discovered this accidentally. The building into which we had gone for protec-

tion from the storm proved to be the Samaritaine department store, one of the largest in Paris. After strolling about a bit to see what a Paris department store was like, we left by a different door and stumbled onto a display of nursery stock on the sidewalk, under a wide portico. Nearly all of the plants were bare root, packed in peat moss in bins mounted on wheels to facilitate moving indoors and out. While we were looking over this display, a young priest bought a bundle of roses, mounted his motor bike and scooted away, the skirts of his cassock flying out behind.

We were impressed by the fact that most of the plants offered by all of the nurseries were comparatively small. With few exceptions, the trees were not over five or six feet high. Many of the shrubs were not over 18 inches. Roses were small by our standards. A few were No. 1, but

[Continued on page 134]

## Plastic Pipe System Reduces Garden Center's Watering Time

Plastic pipe enabled one of New York state's foremost nurseries to replace a costly, time-consuming hand-watering operation with an underground sprinkler network without risking damage to valuable specimen trees.

In a modernization and expansion program for 60-year-old Rosedale Nurseries, Inc., Hawthorne, N. Y.,

where over three acres of nursery stock on display required hours of workmen's time for hand watering, C. P. Taylor, president, elected to install a sprinkler system.

Plastic pipe—in this case Republic Steel's SRK—was picked because it could be turned, looped and woven among specimen trees and shrubs, concrete coldframes and other ob-

stacles without the series of joints and connections that might have been necessary had metal pipe been used.

The installation was handled by Rosedale employees. Mr. Taylor wanted the pipe installed by persons with a knowledge of nursery stocks who would exercise more than normal care. The job was done by two Rosedale men who, after brief instruction in the proper method of joining SRK, finished the operation in less than a week.

To assure proper spray coverage, the pipe was spread out in a Christmas tree pattern from 4-inch water mains. One-and-one-half-inch plastic pipe formed the branches, which ran to galvanized steel risers that protruded from two to five feet above the ground. The extended risers clear surrounding stock and permit hose connections for special watering jobs.

The pipe lengths were joined by the solvent welding technique (a pipe end is solvent-coated and slipped into a plastic coupling already attached to the second length of pipe by the manufacturer) and installed at depths ranging from 15 to 48 inches with outlets provided to allow for drainage in winter months. Lengths of the SRK were easily cut with an ordinary hand saw.

The sprinkler system is activated by a pump that feeds water at the rate of 150 gpm. Line pressure is approximately 50 psi.

According to Republic Steel, the SRK pipe is made of ABS (acrylonitrile-butadiene-styrene) plastic and is designed to thwart the corrosive action of chemical fertilizers and other soil agents.



Plastic Pipe Installation as Part of a 3-Acre Sprinkler Network at New York Nursery



New officers of Louisiana Association of Nurserymen, Inc., elected during the annual L. A. N. convention at the University of Southwestern Louisiana: Left to right (seated), Robert Core, first vice-president; W. T. Lambright, president, and Marshall Mugnier, second vice-president; (standing) James A. Foret, secretary; Clyde Gorum, Wiley Roach, Laverne Harper and O. D. Chamberlain, directors, and Alvin Guidry, treasurer.

## Merchandising Talk Louisiana Feature

By James A. Foret

Howard Schilling, Schilling's Nursery, Loranger, La., cited for "his achievements and untiring efforts to improve the nursery industry," was honored by fellow members of the Louisiana Association of Nurserymen at the group's sixth annual convention at Lafayette, La., September 16 and 17. Registration at the meeting reached 250, with 60 nursery and trade exhibits on display at convention headquarters, Blackham Coliseum, University of Southwestern Louisiana.

### New Officers

W. T. Lambright, Lambright Nursery, Shreveport, was elected president of the Louisiana Association of Nurserymen for 1960-61. Elected to serve with him were Robert Core, Hillside Nursery, Folsom, first vice-president; Marshall Mugnier, Lafayette Nursery Sales, Lafayette, second vice-president; Alvin Guidry, Guidry's Nursery, Sunset, treasurer, and the following board members: O. D. Chamberlain, Chamberlain's Nursery, Forest Hill; Clyde Gorum, Lambert Landscape Co., Shreveport; Laverne Harper, Magnolia State Nursery, Baton Rouge, and Wiley Roach, Roach's Nursery, West Monroe. James A. Foret, University of Southwestern Louisiana, was reappointed secretary.

The convention was called to order Friday morning by the general

chairman, Joe Vallot, Grandview Nursery, Youngsville. Following the invocation, an address of welcome was made by Dr. T. J. Arceneaux, dean, college of agriculture, University of Southwestern Louisiana.

Dean Arceneaux reviewed the growth of the industry and pointed out that the university is attempting to provide facilities in keeping with this growth, as evidenced by the recently completed \$100,000 Ornamental Horticulture Library and Research building.

Agriculture Commissioner Dave L. Pearce was introduced and stressed the need for a study of marketing systems in the nursery industry. He requested the assistance of the industry in formulating plans and supplying necessary information when the study is undertaken in the near future.

After a short business meeting, at which President Gordon Dugal, Dugal's Nursery, Lafayette, received committee reports, the meeting was adjourned.

A noon luncheon meeting was held for the Louisiana chapter of the American Association of Nurserymen, with 42 members from Louisiana, Texas and Mississippi present. Earl Vallot, Grandview Nursery, president of the chapter, called the meeting to order, and introduced Clark Kidd, Arp Nursery Co., Tyler, Tex., director of region V. Mr. Kidd expressed his thanks to those in at-

tendance and stated that the A. A. N. feels that chapter meetings are the best sounding-boards for projecting the voice of the membership to the national level.

He strongly urged members to utilize releases from the national office for newspaper publicity.

He gave the names of the nurserymen who head the national committees of the A. A. N. and reviewed their duties so that the chapter members might know whom to contact in case of need.

### A. A. N. Chapter Elects

Fred Teas, Teas Nursery, Houston, Tex., reviewed his experiences at the A. A. N. management conference and told of the great boost that his organization has received as a result of his attendance at the conference.

An election of officers was held, at which time Earl Vallot was re-elected chapter president; W. T. Lambright, Lambright Nursery, Shreveport, was elected delegate, and Rene Casadaban, Casadaban's Nursery, Abita Springs, was elected alternate delegate.

At the retail nurserymen's luncheon meeting Saturday noon, Mr. Ren Dietzen, regional production manager, California Spray-Chemical Corp., addressed the group on "Merchandising and Advertising."

"Any good merchandising pro-

[Continued on page 133]



# Pest Problems, Soil Fumigation Montana-Wyoming Topics

By James S. Caras

At the annual meeting of the Montana-Wyoming Turf and Nurserymen's Association conducted at the Florence hotel, Missoula, Mont., September 11 to 13, Nick Poncelet, Great Falls, Mont., was elected president for the ensuing year. Walter Morgensen, Morgensen Nursery, Casper, Wyo., was named first vice-president; Paul Morup, Billings, Mont., second vice-president, and James Caras, Garden City Floral Co., Inc., Missoula, Mont., secretary-treasurer. It was decided to hold the 1961 convention at Bozeman, Mont.

The events began Sunday evening, September 11, with a buffet dinner at the Airport Inn, followed by a film, "Basic Technique for Home Landscaping," to be shown to garden clubs and other interested groups for promoting correct use of landscape material. This film is available through state film libraries or the headquarters of the American Association of Nurserymen.

September 12, 35 members gathered at the university student center and were welcomed by the executive secretary of the university, Robert Panzer.

## Legal Objectives

The business session included a report by Walter Morgensen, who stated that attempts to get a nursery law through the Wyoming legislature had failed. He felt that the public is not being adequately protected by the present law. The group wants more inspections of plant material during the selling season, as it is felt many operators receiving inspected plants do not care for them properly. Consequently the plants are dead or nearly so in a short time. The customer has no protection against this condition of the stock.

Another item of discussion included the need for a written state examination of all persons commercially pruning and spraying plants before issuance of a license to operate in the state.

Harry Warburton, Billings Nursery, Billings, Mont., said similar conditions exist in the state of Montana. The lack of control of improper pruning and spraying in his area was corrected when the extension service, with the local nurserymen, invited commercial sprayers and prun-

ers to attend a field day at the eastern Montana college campus. The meet was well attended and worth the effort.

## Campus Tour

O. B. Howell, of the Montana State University school of forestry, took the group on a tour of the campus. The campus has many fine trees and evergreens. Interesting specimens include those semihardy in this area, sugar maple, Kentucky coffee tree, little-leaved linden and probably the only Ginkgo biloba in the entire state. Hardier trees were the



Nick Poncelet (left), new president of the Montana-Wyoming Turf and Nursery Association, speaking with Jim Toole (center), Billings, Mont., and Outgoing President Russell Dunnington between sessions of the group's Missoula convention.

weeping birch and river birch, native to Montana and excellent landscape material. The Norway maple, the most used tree in western Montana; black walnut, locust, box elder, hackberry, Chinese elm and mountain ash are others much used in the area.

The campus evergreens were as varied and included blue spruce, eastern and western white pine, Scotch pine, cedars and so forth. One of the most interesting of the collection was the bristlecone pine, which holds its needles for about 12 years and is excellent for ornamental use.

The group lunched at the Florence hotel and then returned to the uni-

versity. The afternoon session was begun by Don Merkley, of the Montana State College experiment station at Corvallis. Mr. Merkley spoke about the common pests in this area and their control. This year the two worst pests—red spider mite and scab—have been more prevalent on evergreens, because of the summer's high temperatures and low humidity. The spruce-gall aphid, a 2-cycle aphid which is getting to be a bigger problem each year, is best controlled by an application of malathion, the spray to be applied three times at 10-day intervals and re-applied after intervening rains.

The Norway maple aphid attack was exceptionally heavy this year, with some defoliation of the trees. The use of aphid sprays must be made with caution, as most maples are near public walks and areas.

## Other Pests Active

An example of damage by the lilac weevil was shown. This pest causes a scalloping of the lilac leaf and is controlled by most pesticides.

The lilac leaf miner, which causes the leaf to dry and turn brown, is best controlled by spraying three times at 10-day intervals as soon as the leaf has made full development. It was also suggested one use Chlor-dane on the ground to control the leaf miner soil larvae.

The rose and cherry sawfly or slug is common and is controlled by most dusts and sprays. A relative newcomer to this area is the European earwig, controlled by sulphide baits. It was first noticed in the northwest in 1920 and now has covered all of the northwest states.

The fruit fly in the northwest is first a maggot, which drops to the ground and pupates. The pupating larva will remain in the soil for one, two or three years before emerging. It emerges as an adult fly during June and lays eggs on the fruit. It is best to spray during the adult period in June.

## Soil Fumigation

Jack Fisher, of the Dow Chemical Corp. agriculture research department, spoke on soil fumigants for control of nematodes and soil diseases. He said Telone and MC-2, methyl bromide, penetrate the soil as a gas through the air and water surrounding the soil particles. These materials are effective only when used properly and under the proper soil conditions. The penetration is best achieved in a moist, sandy soil, with a temperature between 60 and 80 degrees. Too heavy soil, too much moisture or too low temperature all

[Continued on page 88]



# Feature Rosedom's Royal Family

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PINK PARFAIT

## The only All-America Roses for 1961!

*The most publicized new roses in history!* Both All-America publicity and Armstrong's own powerful national advertising and publicity campaign are concentrating on them. Sales volume will break all records for new roses.

Duet is a thrilling new bicolored Hybrid Tea. Rich salmon-pink contrasts with sparkling orange-red . . . the kind of color drama that always sells. And, hot weather or cold, moist or dry, Duet retains its lovely form and unique rich color.

Pink Parfait softly blends pastel shades of pink. This robust, easy-to-grow Grandiflora is continually loaded with dainty buds and high-centered blooms. We've counted as many as 100 on a single plant at one time!

Armstrong roses are grown in California, on husky Dr. Huey understock. They are carefully handled, critically graded, nationally advertised, known, wanted. By featuring Armstrong roses . . . Rosedom's Royal Family . . . you'll make *extra* sales.

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PINK PARFAIT

# WHOLESALE NURSERY STOCK FALL, 1960 ALL LANDSCAPE QUALITY MATERIAL

TERMS: Net cash at time of pickup or arrival, unless credit is established. To those having credit established, net 30 days.

1000	Ajuga renevensis, 4-yr. ....	\$ 0.30	20	Juniperus virginiana burki,	
100	Berberis Korean, .....		5	to 6 ft., B&B .....	\$14.00
250	2 to 3 ft. ....	1.25	10	6 to 8 ft., B&B .....	19.00
140	Chaenomeles japonica alpina,		30	Juniperus virginiana canaerti,	
	2 to 3 ft., B&B .....	2.00	6	to 8 ft., B&B .....	20.00
50	Chaenomeles lagenaria,		20	Juniperus virginiana	
	upright, 3 to 4 ft., B&B ..	2.25	keteleeri, 6 to 8 ft., B&B ..	18.00	
50	Chaenomeles lagenaria		50	Lonicera fragrantissima,	
	Nivalis, 3 to 4 ft., B&B ..	2.50	4	to 5 ft. ....	1.75
60	Cotoneaster adpressa praecox,		20	5 to 6 ft. ....	2.50
	3 to 4 ft., B&B .....	5.50	50	Lonicera morrowi, 6 to 8 ft.	3.00
150	Cotoneaster apiculata,		200	Lonicera zabeli, 3 to 4 ft. ..	1.50
	3 to 4 ft., B&B .....	5.00	40	5 to 6 ft. ....	2.75
200	Cotoneaster divaricata,		80	6 to 8 ft. ....	3.50
	2 to 3 ft., B&B .....	2.50	100	Myrica pensylvanica,	
300	3 to 4 ft., B&B .....	3.50		18 to 24 ins., B&B .....	4.00
80	4 to 5 ft., B&B .....	4.50		(\$2.50 B.R.)	
100	Euonymus alatus, 2 to 3 ft.	1.75	20	Quercus robur fastigiata,	
100	3 to 4 ft. ....	2.50	4	to 5 ft., B&B .....	6.00
100	Euonymus alatus compactus,		40	5 to 6 ft., B&B .....	9.00
	2 to 3 ft. ....	2.50	30	Quercus palustris, low br.	
300	18 to 24 ins. ....	1.75		specimen, 3 to 3½-in. cal.	
70	4 to 5 ft. ....	5.00		B&B .....	60.00
230	Euonymus kiautschovicus		20	3½ to 4-in. cal., B&B .....	75.00
	(patens), 1½ to 2 ft., B&B ..	2.50	300	Ribes alpinum, 15 to 18 ins. ..	1.75
700	Forsythia Lynwood Gold,		250	18 to 24 ins. ....	1.20
	3 to 4 ft. ....	1.00	250	2 to 3 ft. ....	1.75
70	6 to 8 ft. ....	3.00	25	Salix pentandra, 8 to 10 ft. ..	3.00
150	Forsythia Spring Glory,		60	Spiraea japonica coccinea,	
	5 to 6 ft. ....	2.25		2 to 3 ft. ....	1.25
100	6 to 8 ft. ....	3.00	500	Spiraea vanhouttei,	
20	Fraxinus lanceolata,			18 to 24 ins. ....	.40
	3 to 3½-in. cal., B&B .....	37.50	300	2 to 3 ft. ....	.50
20	3½ to 4-in. cal., B&B .....	45.00	40	Sorbus aucuparia, multiple	
75	Hydrangea arborescens			stem by clips, 8 to 10 ft.,	
	grandiflora, 3 to 4 ft. ....	1.25		B&B .....	18.00
100	Hydrangea paniculata		30	10 to 12 ft., B&B .....	24.00
	grandiflora, 3 to 4 ft. ....	1.20	50	Symphoricarpos chenaulti,	
600	Hypericum hidcote, 3-yr., 18			18 to 24 ins. ....	.40
	to 24 ins. (100 rate, 50c) ..	.60	130	2 to 3 ft. ....	.45
100	Hypericum kalmianum,		50	3 to 4 ft. ....	.55
	18 to 24 ins. ....	.60	50	Symphoricarpos hancecki,	
70	Ilex crenata hetzi,			18 to 24 ins. ....	.50
	3 to 3½ ft., B&B .....	11.00	250	2 to 3 ft. ....	.60
50	3½ to 4 ft., B&B .....	14.00	200	Syringa rothomagensis,	
250	Ilex crenata Green Island			3 to 4 ft. ....	1.20
	(Plant Patent No. 817),			4 to 5 ft. ....	2.00
	18 to 24 ins., B&B .....	5.00	200	Taxus cuspidata,	
150	2 to 2½ ft., B&B .....	7.00		2 to 2½ ft., B&B .....	8.00
100	Juniperus pfitzeriana com-		100	2½ to 3 ft., B&B .....	11.00
	pacta, 2 to 2½ ft., B&B .....	4.50	200	Taxus cuspidata densiformis,	
50	2½ to 3 ft., B&B .....	5.50		18 to 24 ins., B&B .....	7.00
20	3 to 4 ft., B&B .....	7.00	50	2 to 2½ ft., B&B .....	9.00
20	4 to 5 ft., B&B .....	9.00	200	Taxus media browni,	
300	Juniperus pfitzeriana,			15 to 18 ins., B&B .....	5.00
	2 to 2½ ft., B&B .....	3.50	40	2 to 2½ ft., B&B .....	6.50
300	2½ to 3 ft., B&B .....	4.75	40	Taxus media hatfieldi,	
190	3 to 3½ ft., B&B .....	6.50		spreader, heavy, 2½ to	
125	3½ to 4 ft., B&B .....	8.50		3 ft., B&B .....	10.00
100	4 to 5 ft., B&B .....	11.00	100	Taxus media wardi,	
40	5 to 6 ft., B&B .....	14.00		2 to 2½ ft., B&B .....	9.00
20	Juniperus sabina vonechron,		50	2½ to 3 ft., B&B .....	12.00
	4 to 5 ft., B&B .....	10.00	200	Teucrium chamaedrys, 2-yr.,	
20	5 to 6 ft., B&B .....	13.00		12 to 18 ins. ....	.45
40	Juniperus pfitzeriana,		200	3-yr., 18 to 24 ins. ....	.60
	staked, 3 to 3½ ft., B&B ..	8.00	100	Thuja occidentalis,	
40	3½ to 4 ft., B&B .....	11.00		5 to 8 ft., B&B .....	6.00
30	Juniperus pfitzeriana		20	6 to 8 ft., B&B .....	9.00
	glauca, 5 to 6 ft., B&B .....	15.00	40	Thuja occidentalis nigra,	
20	6 to 8 ft., B&B .....	19.00		6 to 8 ft., B&B .....	11.00
30	Juniperus glauca hetzi,		75	B&B	
	5 to 6 ft., B&B .....	13.00		4 to 5 ft., B&B .....	5.50
20	Juniperus horizontalis		100	5 to 6 ft., B&B .....	8.50
	plumosa, 3 to 4 ft., B&B ..	7.50	60	5 to 6 ft., B&B .....	12.00
20	4 to 5 ft., B&B .....	10.00	100	Viburnum tomentosum	
				rotundifolium, 3 to 4 ft. ..	1.00

OTHER LARGE LANDSCAPE MATERIAL AVAILABLE

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## COVER ILLUSTRATION

### Magnolia Macrophylla

In many genera there is one species, or varietal form of a species, which, through marked modification of some structural part, is set aside from others of its kind. Among deciduous plants, size, shape or coloration of the leaves is often a distinguishing feature, sufficiently different to warrant description of the noteworthy characteristic in the specific or varietal naming of the plant; again, it may be that such differences are evident in the flowers. *Magnolia macrophylla*, as the name implies, is outstanding because of its "king-size" leaves and, to further merit distinction, its flowers are likewise gigantic.

Commonly known as the large-leaved cucumber-tree, *M. macro-*



*Magnolia Macrophylla.*

phylla is native from Kentucky to Florida, west to Arkansas and Louisiana, and is listed as being hardy from zone 5 southward. However, at Rochester, N. Y., there are two plantings of these trees doing very well; one was set out by Barney Slavin about 40 years ago, and the other was placed by this writer in 1940. Both planting sites were selected with due regard for the doubtful hardiness of the species in the area, and the plants were given ample protection against winter damage and drying winds. The results have been most gratifying.

This big-leaved, large-flowered magnolia should be used, properly located for display, wherever it can be successfully grown in parks because of the interesting spectacle presented by the heroic proportions of its





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Peterson & Dering is proudly introducing three new roses for the 1961 season, and you will be sure to profit if you get under their banner. As usual, these roses will be nationally advertised in color and publicized through the nation's leading garden pages.

Backing this national promotion will be many new and colorful merchandising aids planned to help you move more roses. We have a fine crop this year and should have adequate supplies to meet your demands. For more information, send for our new catalog and listings today.



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Our new 32-page Rose Reference Book, containing complete descriptions of 154 rose varieties and beautiful color illustrations of the latest P&D introductions, is now available to the trade. A useful reference for your sales people and customers, it is yours Free for the asking.



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# QUALITY LINERS AT REASONABLE PRICES FOR FALL DELIVERY

## Seedlings

	100	1000
<i>Abies concolor</i>	\$10.00	\$75.00
2-yr., 3 to 6 ins.		
<i>Acer palmatum</i>	6.50	50.00
1-yr., 6 to 8 ins.		
T. understock	12.00	85.00
<i>Acer pensylvanicum</i>	10.00	75.00
1-yr., 8 to 12 ins.		
<i>Acer platanoides</i>	10.00	75.00
1-yr., 8 to 12 ins.		
<i>Acer rubrum</i>	7.00	60.00
2-yr., 2 to 2½ ft.		
3-yr., T. 2 to 3 ft.	15.00	
<i>Acer saccharum</i>	10.00	75.00
1-yr., 8 to 12 ins.		
<i>Albizia julibrissin</i>	6.00	40.00
1-yr., 6 to 10 ins.		
<i>Amelanchier alnifolia</i>	10.00	75.00
1-yr., 6 to 10 ins.		
<i>Castanea mollissima</i>	50.00	
1-yr., 18 to 24 ins.		
<i>Cercis chinensis</i>	7.50	50.00
1-yr., 4 to 8 ins.		
<i>Cornus florida</i>	6.00	50.00
1-yr., 8 to 12 ins.		
<i>Cornus kousa</i>	10.00	75.00
1-yr., 12 to 15 ins.		
<i>Cornus mas</i>	10.00	
1-yr., 8 to 12 ins.		
<i>Crataegus phaeopyrum</i>	7.50	60.00
2-yr., 12 to 18 ins.		
3-yr., 2½ to 3 ft.	12.00	85.00
<i>Ginkgo biloba</i>	15.00	120.00
1-yr., 6 to 8 ins.		
<i>Helleborus niger</i>	10.00	75.00
2-yr.		
<i>Ilex opaca</i>	6.00	50.00
1-yr., 3 to 6 ins.		
<i>Koeleruteria paniculata</i>	10.00	85.00
1-yr., 8 to 10 ins.		
2-yr., 18 to 24 ins.	20.00	150.00
<i>Laburnum anagyroides</i>	10.00	75.00
1-yr., 8 to 12 ins.		
<i>Magnolia virginiana</i>	7.00	50.00
1-yr., 2 to 4 ins.		
<i>Mahonia aquifolium</i>	7.50	50.00
1-yr., 3 to 6 ins.		
<i>Myrica pensylvanica</i>	6.00	50.00
1-yr., 4 to 8 ins.		
2-yr., T. 8 to 12 ins.	12.00	85.00
<i>Phellodendron amurense</i>	7.50	60.00
1-yr., 8 to 12 ins.		
<i>Photinia villosa</i>	7.50	60.00
1-yr., 6 to 12 ins.		
<i>Picea abies</i>	6.00	50.00
2-yr., 8 to 12 ins.		
3-yr., 8 to 12 ins.	7.00	65.00
4-yr., T. 8 to 12 ins.	15.00	100.00
Understock	10.00	85.00
<i>Picea engelmanni</i>	6.00	50.00
2-yr., 3 to 6 ins.		
<i>Picea glauca</i>	5.00	40.00
2-yr., 4 to 8 ins.		
<i>Picea pungens glauca</i>	5.00	40.00
2-yr., 4 to 8 ins.		
3-yr., 8 to 12 ins.	7.50	65.00
3-yr., T. 6 to 10 ins.	12.00	100.00
4-yr., T. 6 to 8 ins.	25.00	200.00
<i>Pinus mughus</i> (True Dwarf Tyrolean)	5.00	40.00
2-yr., 3 to 4 ins.		
<i>Pinus mughus pumilio</i>	5.00	40.00
2-yr., 3 to 4 ins.		
3-yr., 4 to 6 ins.	7.50	60.00
<i>Pinus nigra</i>	5.00	40.00
2-yr., 4 to 8 ins.		
3-yr., 10 to 12 ins.	6.50	50.00
<i>Pinus strobus</i>	5.00	40.00
2-yr., 3 to 6 ins.		
T. understock	10.00	85.00
<i>Pinus sylvestris</i>	5.00	40.00
2-yr., 6 to 8 ins.		
3-yr., T. 6 to 8 ins.	10.00	85.00
<i>Pinus thunbergi</i>	6.50	50.00
2-yr., 6 to 10 ins.		
3-yr., 12 to 15 ins.	8.50	75.00
3-yr., T. 6 to 10 ins.	10.00	85.00
<i>Pseudotsuga taxifolia glauca</i>	6.50	50.00
2-yr., 6 to 8 ins.		
3-yr., 8 to 12 ins.	8.50	75.00
<i>Quercus palustris</i>	6.50	50.00
1-yr., 8 to 12 ins.		
2-yr., 10 to 18 ins.	12.00	100.00
<i>Quercus robur</i>	20.00	
2½-in. pots		

## Seedlings (Continued)

	100	1000
<i>Sophora japonica</i>	\$15.00	\$120.00
2-yr., 12 to 18 ins.		
<i>Sorbus aucuparia</i>	7.50	50.00
1-yr., 8 to 12 ins.		
<i>Taxus capitata</i>	10.00	80.00
2-yr., 4 to 8 ins.		
<i>Thuja occidentalis</i>	5.00	40.00
2-yr., 6 to 8 ins.		
<i>Thuja orientalis</i>	8.50	75.00
T. understock		
<i>Tilia cordata</i>	15.00	120.00
1-yr., 8 to 12 ins.		
<i>Tsuga canadensis</i>	20.00	175.00
T. 6 to 10 ins.		
<i>Viburnum carlesii</i>	15.00	120.00
2-yr., 8 to 12 ins.		

## One-Year Grafts, 2½-in. Pots

	Each
<i>Acer platanoides</i> Faassen's Black	\$.75
<i>Acer saccharum</i> monumentale	.90
<i>Chamaecyparis obtusa compacta</i>	.65
<i>Chamaecyparis obtusa compacta nana</i>	.65
<i>Chamaecyparis obtusa gracilis</i>	.65
<i>Cornus florida pendula</i>	.75
<i>Cornus kousa chinensis</i>	.65
<i>Cupressus arizonica gaelei</i>	.65
<i>Fagus sylvatica riversii</i>	.75
<i>Ilex opaca</i> femina, mixed, 12 to 15 ins.	.65
<i>Juniperus chinensis</i> Maney	.65
<i>Juniperus scopulorum</i> Holmes Silver	.65
<i>Juniperus scopulorum</i> , spreading	.65
<i>Juniperus sinensis</i> blauwii	.75
<i>Juniperus virginiana elegantissima</i>	.65
<i>Juniperus virginiana glauca</i>	.65
<i>Magnolia conspicua</i>	1.00
<i>Quercus robur fastigiata</i>	.75
<i>Sophora japonica pendula</i>	.85
<i>Thuja orientalis elegantissima</i>	.55

## Rooted Cuttings from 2½-in. Pots

	10	100
<i>Azalea Delaware Valley White</i>	\$3.00	\$20.00
<i>Azalea Palestrina</i>	3.00	20.00
<i>Azalea Sherwood Red</i>	3.00	20.00
<i>Azalea vaseyi</i>	3.00	20.00
<i>Berberis julianae</i>	3.00	20.00
<i>Berberis thunbergii atropurpurea</i>	3.00	20.00
<i>Crimson Pymy</i>	3.00	20.00
<i>Berberis verruculosa</i>	3.50	25.00
<i>Buxus koreana</i>	3.00	20.00
<i>Buxus sempervirens</i>	3.00	20.00
<i>Chamaecyparis Canadensis Viridis</i>	3.00	20.00
<i>Chamaecyparis filifera aurea</i>	3.00	20.00
<i>Chamaecyparis plumosa Gold</i>	3.00	20.00
<i>Dust</i>	3.00	20.00
<i>Chamaecyparis plumosa sulphurea</i>	3.00	20.00
<i>Cotoneaster adpressa compacta</i>	3.00	20.00
<i>Cotoneaster adpressa praecox</i>	3.00	20.00
<i>Cotoneaster conspicua decora</i>	3.00	20.00
<i>Cotoneaster microphylla praecox</i>	3.00	20.00
<i>Eunonymus alatus compactus</i>	3.00	20.00
<i>Eunonymus carrierei</i>	3.00	20.00
<i>Eunonymus vegetus</i>	3.00	20.00
<i>Franklinia alabamica</i> , 8 to 12 ins.	5.00	40.00
<i>Ilex aquifolium ciliata Major</i>	5.00	40.00
12 to 15 ins.		
<i>Ilex cornuta burfordii</i>	3.00	20.00
<i>Ilex crenata convexa</i>	3.00	20.00
<i>Ilex crenata helleri</i>	3.00	20.00
<i>Ilex crenata hetzi</i>	3.00	20.00
<i>Ilex crenata microphylla</i>	3.00	20.00
<i>Ilex glabra</i>	3.00	20.00
12 to 15 ins. the following named varieties	5.00	40.00
Arden, 10 to 15 ins. Della Bradley, 6 to 10 ins. Christmas Tide, 8 to 12 ins. Farage, 10 to 12 ins. Man'g, 6 to 10 ins. Clark, 6 to 10 ins. Femina No. 16, 8 to 12 ins. Osa, 6 to 10 ins.		
<i>Ilex opaca</i> mascula, 10 to 12 ins.	5.00	40.00
<i>Juniperus depressa plumosa</i>	3.00	20.00
<i>Juniperus glauca hetzi</i>	3.00	22.50
<i>Juniperus horizontalis Bar Harbor</i>	3.00	20.00
<i>Juniperus horizontalis wilsoni glauca</i>	3.00	20.00

## Rooted Cuttings, 2½-in. Pots (Continued)

	10	100
<i>Juniperus pfitzeriana</i>	\$3.00	\$25.00
<i>Juniperus pfitzeriana compacta</i>	3.00	22.50
<i>Juniperus pfitzeriana nana</i>	3.00	22.50
<i>Lonicera pileata</i>	3.00	20.00
<i>Magnolia pink alba</i>	4.50	35.00
<i>Magnolia rustica rubra</i>	4.50	35.00
<i>Magnolia soulangeana</i>	4.50	35.00
<i>Magnolia soulangeana nigra</i>	4.50	35.00
<i>Mahonia bealei</i>	3.00	20.00
<i>Oxydendrum arboreum</i>	3.00	20.00
<i>Picea canadensis</i>	5.00	40.00
<i>Picea nidiformis</i>	5.00	40.00
<i>Pieris japonica</i>	3.00	20.00
<i>Prunus laurocerasus schlipkaensis</i>	3.00	20.00
<i>Pyraecanthus coccinea islandi</i>	3.00	20.00
<i>Pyraecanthus coccinea Lowboy</i>	3.00	20.00
<i>Pyraecanthus coccinea, red</i>	3.00	20.00
<i>Rhododendron wilsoni</i>	5.00	40.00
<i>Sarcococca hookeriana humilis</i>	3.00	20.00

## All Taxus Are Heavy 2-Yr. Pot Plants

	10	100
<i>Taxus baecata repandens</i>	\$3.50	\$25.00
<i>Taxus cuspidata aurea</i>	3.50	25.00
<i>Taxus cuspidata capitata</i>	3.50	25.00
<i>Taxus cuspidata compacta</i>	3.50	22.50
<i>Taxus cuspidata densiformis</i>	3.50	22.50
<i>Taxus cuspidata F. &amp; F. compacta</i>	3.50	22.50
<i>Taxus media</i>	3.50	22.50
<i>Taxus media brownii</i>	3.50	22.50
<i>Taxus media cliftoni</i>	3.50	22.50
<i>Taxus media Halloran</i>	3.50	22.50
<i>Taxus media hatfieldi</i>	3.50	22.50
<i>Taxus media henryi</i>	3.50	22.50
<i>Taxus media hicksii</i>	3.50	22.50
<i>Taxus media Moon's columnaris</i>	3.50	22.50
<i>Taxus media Vermeulen</i>	3.50	22.50
<i>Taxus media wellesleyana</i>	3.50	22.50
<i>Thuja occidentalis globosa</i>	3.00	20.00

<i>Howe type</i>	3.00	20.00
<i>Thuja occidentalis globosa novum</i>	3.00	20.00
<i>Thuja occidentalis pyramidalis</i>	3.00	20.00
<i>Thuja occidentalis recurva nana</i>	3.00	20.00
<i>Thuja occidentalis reevesii</i>	3.00	20.00
<i>Thuja orientalis aurea nana</i>	3.50	25.00
<i>Thuja orientalis Bonita</i>	3.50	25.00
<i>Thuja orientalis elegantissima</i>	3.50	25.00
<i>Viburnum bitchluense</i>	3.50	25.00

## Well-Rooted Heavy Transplants at Low Cost

	10	100
<i>Azalea mucronulata</i> , 3-yr.	\$3.50	\$30.00
<i>Azalea schlippenbachii</i> , 2-yr.	3.00	25.00
<i>Chamaecyparis filifera aurea</i> , 2-yr.	2.00	15.00
<i>Chamaecyparis plumosa sulphurea</i> , 3-yr., 8 to 10 ins.	2.50	20.00
<i>Ilex convexa</i> , 2-yr.	2.50	20.00
<i>Ilex crenata rotundifolia</i> , 3-yr.	3.00	25.00
<i>Juniperus depressa plumosa</i> , 2-yr.	2.00	15.00
<i>Juniperus pfitzeriana compacta</i> , 2-yr.	2.50	20.00
<i>Taxus cuspidata andersonii</i> , 2-yr.	3.00	25.00
<i>Taxus cuspidata densiformis</i> , 2-yr., heavy	3.50	30.00
<i>Taxus cuspidata F. &amp; F. compacta</i> , 2-yr.	3.00	25.00
<i>Taxus cuspidata hunnewelliana</i> , 2-yr.	3.00	25.00
<i>Taxus media brownii</i> , 2-yr.	3.00	25.00
<i>Taxus media cliftoni</i> , 2-yr.	3.00	25.00
<i>Taxus media henryi</i> , 2-yr.	3.00	25.00
<i>Taxus media hicksii</i> , 2-yr.	3.00	25.00
<i>Taxus media wurdii</i> , 2-yr.	3.00	25.00
<i>Thuja occidentalis globosa novum</i> , 3-yr., 10 to 12 ins.	3.00	25.00
<i>Thuja occidentalis nigra</i> , 2-yr.	2.00	15.00
<i>Thuja occidentalis pyramidalis</i> , 3-yr., 12 to 15 ins.	3.00	25.00
<i>Thuja occidentalis rosenhali</i> , 2-yr.	2.00	15.00

## HESS' NURSERIES

P. O. Box No. 123

Wayne, N. J.

bizarre bloom and boldly impressive foliage. When fully opened, the flowers are 12 inches across and the silver-backed leaves often reach 30 inches in length. These exotic trees, with such huge blossoms borne on branchlet tips and surrounded by whorls of massive foliage, are an unusual sight appreciated by all viewers and well worth the effort in-

olved in preparing and maintaining such an outstanding planting.

J. G.

EUGENE COREY, wholesale sales manager, Armstrong Nurseries, Ontario, Calif., and Janetha Armstrong, daughter of Mr. and Mrs. J. Awdry Armstrong, will be married Sunday, October 16.

O. E. CARR, owner of M. L. Carr's Sons, Yellow Springs, O., was the subject of an illustrated feature in the Springfield, O., News-Sun recently. Cited as the oldest active member of the Ohio Nurserymen's Association, Mr. Carr at 90 is putting in 16 hours a day growing evergreens for the wholesale trade. His father started the nursery in 1869.



## FINISHED STOCK Continued

	Each 25 or more		Each 25 or more		Each 25 or more
<i>Acer palmatum atropurpureum</i>		<i>Crape Myrtle, Wm. Toovey</i>		<i>Magnolia soulangiana</i>	
seedlings (Japanese Red-Leaved Maple)		18 to 24 ins. B&B .....	\$6.90	2 to 3 ft. B&B .....	\$1.75
12 to 18 ins. B&B .....	\$1.00	2 to 3 ft. B&B .....	1.00	3 to 4 ft. B&B .....	2.25
18 to 24 ins. B&B .....	1.50			4 to 5 ft. B&B .....	2.75
2 to 3 ft. B&B .....	1.75	<i>Cydonia japonica</i>		5 to 6 ft. B&B .....	3.25
<i>Barberry, Red-Leaved</i>		18 to 24 ins. B&B .....	.90	<i>Magnolia soulangiana nigra</i>	
12 to 18 ins. B&B .....	1.00	2 to 3 ft. B&B .....	1.00	18 to 24 ins. B&B .....	1.25
18 to 24 ins. B&B .....	1.25	(Deduct 50% if wanted B.R.)		2 to 3 ft. B&B .....	1.50
<i>Cornus florida</i>		<i>Hypericum patulum</i> (St.-John's-wort		<i>Magnolia stellata</i>	
2 to 3 ft. B&B .....	1.00	or sundrops)		15 to 18 ins. B&B .....	1.25
3 to 4 ft. B&B .....	1.40	18 to 24 ins. B&B .....	1.00	18 to 24 ins. B&B .....	1.50
4 to 5 ft. B&B .....	2.00	2 to 3 ft. B&B .....	1.25	2 to 3 ft. B&B .....	2.25
5 to 6 ft. B&B .....	2.75	(Deduct 50% if wanted B.R.)		3 to 4 ft. B&B .....	2.50
<i>Cornus florida rubra</i>		<i>Lonicera, Flaming Beauty</i>		<i>Spiraea reevesiana flore-pleno</i>	
18 to 24 ins. B&B .....	1.25	12 to 18 ins. B&B .....	.85	3 to 4 ft. B&B .....	1.00
2 to 3 ft. B&B .....	1.50	18 to 24 ins. B&B .....	1.00	4 to 5 ft. B&B .....	1.25
3 to 4 ft. B&B .....	2.50				

## LINING-OUT STOCK

All potted liners in this list will be shipped in paper cups or pots without extra charge. Orders for 25 to 249 of a variety in one size take the 100 rate. Orders for 250 or more of a variety in one size take the 1000 rate.

	Each Per 100	Each Per 1000		Each Per 100	Each Per 1000
<i>Abelia grandiflora</i>			<i>Ligustrum japonicum</i>		
2 1/4-in. pots .....	\$0.15	\$0.14	2 1/4-in. pots .....	\$0.11	\$0.10
2 1/2-in. pots .....	.16	.15	<i>Ligustrum lucidum compactum</i>		
<i>Berberis julianae</i>			2 1/4-in. pots .....	.16	.15
2 1/4-in. pots .....	.17	.16	Strong rooted cuttings .....	.08	.07
2 1/2-in. pots .....	.18	.17	<i>Ligustrum texanum</i>		
<i>Buxus japonica</i>			2 1/4-in. pots .....	.16	.15
2 1/4-in. pots, heavy .....	.11	.10	<i>Magnolia grandiflora</i>		
2 1/2-in. pots, heavy .....	.12	.11	2 1/4-in. pots .....	.14	.13
<i>Cleyera japonica</i> (Ternstroemia)			2 1/2-in. pots .....	.15	.14
2 1/4-in. pots, 1-yr. ....	.16	.15	3x4 ins. bed-grown seedlings .....	.06	.05
2 1/2-in. pots, 2-yr. ....	.18	.17	<i>Nandina domestica</i>		
<i>Cleyera ochnacea</i>			2 1/4-in. pots .....	.11	.10
2 1/4-in. pots .....	.17	.16	2 1/2-in. pots .....	.13	.12
2 1/2-in. pots .....	.19	.18	3 -in. pots .....	.16	.15
3-in. pots .....	.21	.20	<i>Osmanthus fortunei</i>		
<i>Elaeagnus fruticandl</i>			2 1/2-in. pots .....	.18	.17
2 1/4-in. pots .....	.13	.12	<i>Photinia dentatum</i>		
2 1/2-in. pots .....	.15	.14	2 1/4-in. pots .....	.15	.14
<i>Euonymus microphyllus pulchellus</i>			2 1/2-in. pots .....	.16	.15
2 1/4-in. pots .....	.16	.15	<i>Photinia serrulata</i>		
<i>Euonymus radicans erectus</i>			2 1/4-in. pots .....	.16	.15
2 1/4-in. pots .....	.10	.09	4x6 ins. bed-grown, seedlings .....	.04	.03
<i>Hedera helix</i> (English Ivy)			6x8 ins. bed-grown, seedlings .....	.06	.05
2 1/4-in. pots .....	.13	.12	8x12 ins. bed-grown, seedlings .....	.08	.07
2 1/2-in. pots .....	.16	.15	<i>Pittosporum tobira</i>		
<i>Gardenia fortunei</i>			2 1/4-in. pots .....	.11	.10
2 1/4-in. pots .....	.16	.15	<i>Pyracantha bellii</i>		
<i>Ilex cornuta burfordii</i>			2 1/4-in. pots .....	.19	.17
3 -in. pots .....	.19	.18	2 1/2-in. pots .....	.20	.18
3 1/2-in. pots .....	.21	.20	<i>Pyracantha lalandi</i>		
<i>Ilex cornuta femina</i>			2 1/4-in. pots .....	.12	.10
2 1/4-in. pots .....	.13	.12	2 1/2-in. pots .....	.15	.14
2 1/2-in. pots .....	.15	.14	Strong rooted cuttings .....	.07	.06
<i>Ilex cornuta, male</i>			<i>Pyracantha yunnanensis</i>		
2 1/4-in. pots .....	.16	.15	2 1/4-in. pots .....	.16	.15
<i>Ilex crenata repandens</i>			<i>Viburnum tinus</i>		
<i>Ilex crenata buxifolia</i>			2 1/2-in. pots .....	.10	.09
2 1/4-in. pots .....	.13	.12	<i>Acer palmatum atropurpureum</i>		
2 1/2-in. pots .....	.15	.14	seedlings .....	.21	.20
<i>Ilex crenata convexa bullata</i>			2 1/4-in. pots .....	.13	.12
<i>Ilex crenata hetzi</i>			4x6 ins. bed-grown .....	.16	.15
2 1/4-in. pots .....	.14	.13	<i>Barberry, Red-leaved</i>		
2 1/2-in. pots .....	.15	.14	2 1/4-in. pots .....	.11	.10
4x6 ins. beds, well-br. ....	.14	.13	2 1/2-in. pots .....	.13	.12
6x8 ins. beds, well-br. ....	.15	.14	<i>Cornus florida</i>		
8x12 ins. beds, well-br. ....	.17	.16	2 1/4-in. pots .....	.09	.08
<i>Ilex crenata rotundifolia</i>			6x8 ins. bed-grown seedlings .....	.04	.03
2 1/2-in. pots .....	.15	.14	<i>Magnolia soulangiana</i>		
6x8 ins. bed-grown, well-br. ....	.12	.11	2 1/2-in. pots .....	.21	.20
6x8 ins. field-grown, well-br. ....	.16	.15	3 -in. pots .....	.26	.25
8x12 ins. field-grown, well-br. ....	.18	.17	<i>Sweet Gum</i> (Liquidambar)		
<i>Ilex crenata, seedlings</i>			6x8 ins. bed-grown, seedlings .....	.06	.05
2-in. pots .....	.10	.09	8x12 ins. bed-grown, seedlings .....	.07	.06
2 1/4-in. pots .....	.12	.11	<i>Slash Pine</i> (Pinus caribaea)		
3x4 ins. bed-grown .....	.08	.06	12x18 ins. bed-grown, seedlings .....	.06	.05
<i>Ilex opaca East Palatka</i>			18x24 ins. bed-grown, seedlings .....	.07	.06
2 1/4-in. pots .....	.13	.12			
2 1/2-in. pots .....	.14	.13			
<i>Ilex opaca femina</i>					
2 1/2-in. pots .....	.18	.17			
<i>Ilex opaca Howard</i>					
2 1/2-in. pots .....	.14	.13			
<i>Jasminum floridum</i>					
2 1/4-in. pots .....	.10	.09			
<i>Laurel, Cherry</i>					
2 1/4-in. pots .....	.14	.13			
2 1/2-in. pots .....	.15	.14			

(Varieties marked by (\*\*) double asterisk available in 2 1/4-in. pots only.)

SPECIAL NOTICE: Items marked by (\*) asterisk will be available for delivery spring of 1961. All items not so marked are ready for immediate or later shipment to suit customer's requirements.

Please refer to the September 1 Issue of the American Nurseryman for a listing of our container-grown stock.

# T. G. OWEN & SON, INC.

Columbus, Miss.

# \*20 MILLION TREES A YEAR!

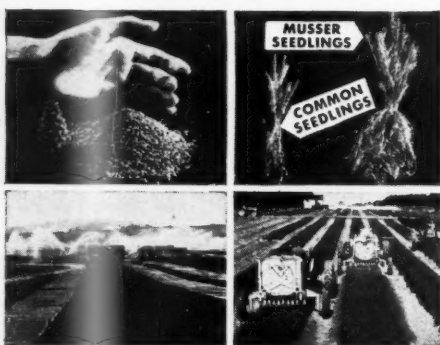
\*NOW OVER 35 MILLION!

## MUSSER TREES BUILD SATISFIED CUSTOMERS —

*Because of—Selected Seed, Good Heredity Characteristics, Scientific Methods of Planting and Propagation, Heavy Roots, Sturdy Tops and Rapid Growth —Musser Trees grow and thrive where others may fail to survive.*

# MUSSER TREES

## Grow Best!



## Good Tree Stock Pays Dividends

Musser Forests takes pride in supplying vigorous, high-quality nursery stock. To keep abreast with increasing costs of production the most modern equipment is used. Experienced personnel are employed, many with over 20 years' service. . . . Our production has increased year after year to keep pace with the ever-increasing demand for Musser trees.

## OUR TREMENDOUS VOLUME ENABLES US TO SAVE YOU MONEY

### ● SPECIAL STRAIN SCOTCH PINE

Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed. We have all other best strains Scotch Pine.

	Per 100	Per 1000
2-yr., S., 4 to 8 ins. ....	\$ 5.00	\$ 25.00
3-yr., S., 8 to 16 ins. ....	8.00	40.00
4-yr., T., 8 to 14 ins. ....	20.00	100.00

### ● MUGHO PINE

3-yr., S., 5 to 10 ins. ....	5.00	25.00
4-yr., T., 3 to 6 ins. ....	15.00	75.00

### ● AUSTRIAN PINE

3-yr., S., 8 to 16 ins. ....	4.00	20.00
3-yr., S., 8 to 14 ins. ....	7.00	35.00

### ● BLACK HILLS SPRUCE

3-yr., S., 5 to 10 ins. ....	7.00	35.00
4-yr., S., 8 to 12 ins. ....	9.00	45.00
4-yr., T., 4 to 8 ins. ....	15.00	75.00

### ● NORWAY SPRUCE—Fast-growing

2-yr., S., 5 to 10 ins. ....	7.00	35.00
3-yr., S., 10 to 18 ins. ....	9.00	45.00
3-yr., T., 5 to 10 ins. ....	15.00	75.00
5-yr., T., 12 to 18 ins. ....	25.00	125.00

### ● WHITE SPRUCE

3-yr., S., 8 to 14 ins. ....	8.00	40.00
4-yr., T., 6 to 12 ins. ....	15.00	75.00

### ● COLORADO BLUE SPRUCE

3-yr., S., 6 to 12 ins. ....	9.00	45.00
4-yr., T., 4 to 8 ins. ....	18.00	90.00

### ● DOUGLAS FIR

2-yr., S., 4 to 8 ins. ....	6.00	30.00
3-yr., S., 8 to 12 ins. ....	11.00	55.00

### ● AMERICAN ARBORVITAE

3-yr., S., 8 to 12 ins. ....	8.00	40.00
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### ● CANADIAN HEMLOCK

2-yr., S., 3 to 6 ins. ....	9.00	45.00
3-yr., S., 8 to 12 ins. ....	16.00	80.00
3-yr., T., 6 to 10 ins. ....	20.00	100.00

### ● CONCOLOR FIR

3-yr., S., 6 to 12 ins. ....	8.00	40.00
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### ● JAPANESE YEW—Grown from seed Taxus cuspidata capitata— upright pyramidal

	Per 100	Per 1000
(2-2), T., 6 to 12 ins. ....	\$30.00	\$200.00
(3-2), T., 12 to 16 ins. ....	40.00	300.00

### ● JAPANESE YEW—Transplanted rooted cuttings

	Per 100	Per 1000
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Taxus cuspidata—spreading		
1-yr., T., 5 to 6 ins. ....	25.00	175.00
2-yr., T., 6 to 8 ins. ....	35.00	250.00

Taxus hicksii—upright		
1-yr., T., 5 to 6 ins. ....	25.00	175.00
2-yr., T., 8 to 10 ins. ....	40.00	300.00

Taxus brownii—upright		
1-yr., T., 4 to 6 ins. ....	25.00	175.00
2-yr., T., 6 to 8 ins. ....	40.00	300.00

Taxus intermedia—spreading		
1-yr., T., 4 to 6 ins. ....	25.00	175.00
2-yr., T., 6 to 8 ins. ....	35.00	....

### ● JUNIPER—Blue Pfitzer—Chinensis hetzi

1-yr., T., 5 to 7 ins. ....	25.00	200.00
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### ● GLOBE ARBORVITAE Woodwardi—dark green

1-yr., T., 4 to 6 ins. ....	30.00	250.00
2-yr., T., 6 to 8 ins. ....	40.00	300.00

Hovey's—green		
1-yr., T., 4 to 6 ins. ....	25.00	200.00
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### ● PYRAMIDAL ARBORVITAE—Compacta

1-yr., T., 5 to 7 ins. ....	35.00	300.00
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### ● JAPANESE HOLLY

Ilex rotundifolia		
6 to 10 ins., T. ....	35.00	300.00

Ilex convexa		
6 to 10 ins., T. ....	35.00	300.00

Ilex crenata hetzi		
6 to 10 ins., T. ....	35.00	300.00

### ● NORWAY MAPLE

Seedlings, 10 to 16 ins. ....	8.00	40.00
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Seedlings, 12 to 24 ins. ....	12.00	60.00
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## COMING EVENTS

October 15 and 16—Florida Nurserymen and Growers Association, annual trade meet, Florida Citrus building and Haven hotel, headquarters, Winter Haven, Fla.

October 26—Massachusetts Nurserymen's Association, fall meeting, Waltham field station, Waltham, Mass.

November 3 and 4—Holly Society of America, 29th meeting, Falmouth, Mass.

November 10 to 12—American Horticultural Society, 15th annual congress, Huntington-Sheraton hotel, Pasadena, Calif.

November 30 to December 3—Plant Propagators Society, annual meeting, Manger hotel, Cleveland, O.

December 1 and 2—Nebraska Association of Nurserymen, winter meeting, Cornhusker hotel, Lincoln, Neb.

December 2 and 3—Wisconsin Nurserymen's Association, annual meeting, Hotel Schroeder, Milwaukee, Wis.

December 5 and 6—Minnesota State Nurserymen's Association, winter meeting, Lowry hotel, St. Paul, Minn.

December 28—Connecticut Nurserymen's Association, annual meeting, Waverly Inn, Cheshire, Conn.

January 1 to 3, 1961—North Carolina Association of Nurserymen, annual short course, North Carolina State College union, Raleigh, N. C.

January 3 to 5—Indiana Association of Nurserymen, winter meeting, Purdue University, Lafayette, Ind.

January 4 to 6—Indiana Arborists Association, winter meeting, Purdue University, Lafayette, Ind.

January 4 to 6—Eastern Regional Nurserymen's Association, Inc., annual convention, Roosevelt hotel, New York, N. Y.

January 9 to 11—Northern Virginia Nurserymen's Association, short course, Fairfax, Va.

January 11 and 12—Maryland Nurserymen's Association, annual meeting, Baltimore-Sheraton Inn, Baltimore, Md.

January 12 and 13—New Jersey Association of Nurserymen, winter meeting, La Concha hotel, Atlantic City, N. J. A 1-day meeting will also be held January 28 in conjunction with farmers' week at Trenton, N. J.

January 15, 1961—National Landscape Nurserymen's Association, midwinter conference, Hotel La Salle, Chicago, Ill.

January 15 to 17—New York State Arborists Association, annual meeting, Cornell University, Ithaca, N. Y.

January 16—National Mail Order Nurserymen's Association, winter meeting, Hotel La Salle, Chicago, Ill.

January 16 to 18—Illinois State Nurserymen's Association, annual convention, Hotel La Salle, Chicago, Ill.

January 17 to 20—Ohio Nurserymen's Association, winter meeting and short course, Neil House, Columbus, O.

January 19—Kansas Arborists Association, annual meeting, Wareham hotel, Manhattan, Kan.

January 20—Western New York Nurserymen's Association, annual convention, Sheraton hotel, Rochester, N. Y.

[Continued on page 28]

# Profit at the PIER



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**Nov. 13, 14, 15, 1960**

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SUNDAY, November 13  
1 P.M. — 7 P.M.  
MONDAY, November 14  
10 A.M. — 8 P.M.  
TUESDAY, November 15  
10 A.M. — 5 P.M.

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	Per 100	Per 1000		Per 100	Per 1000
<b>Red-Leaved Barberry</b>			<b>Syringa amurensis japonica</b>		
6 to 9 ins.....	\$ 5.00	\$ 45.00	2-yr., 6 to 12 ins.....	10.00	85.00
9 to 12 ins.....	7.50	65.00	12 to 18 ins.....	15.00	125.00
<b>Cotoneaster divaricata</b>			<b>Syringa vulgaris</b>		
12 to 18 ins., T.....	17.50	150.00	2-yr., 6 to 12 ins.....	7.50	65.00
<b>Smoke Tree, green-leaved</b>			2-yr., 12 to 18 ins.....	10.00	85.00
6 to 9 ins.....	10.00	85.00	<b>Viburnum carlesi</b>		
9 to 12 ins.....	15.00	125.00	1-yr., 4 to 6 ins.....	12.50	100.00
<b>Smoke Tree, selected</b>			<b>Viburnum dentatum</b>		
seedlings, red			1-yr., 6 to 12 ins.....	7.50	65.00
6 to 9 ins.....	17.50	....	<b>Viburnum lantana</b>		
<b>Washington Hawthorn</b>			2-yr., 6 to 12 ins.....	10.00	85.00
6 to 9 ins., S.....	7.50	65.00	2-yr., 12 to 18 ins.....	15.00	125.00
2-yr., 9 to 12 ins.,			<b>Viburnum lentago</b>		
root-pruned .....	15.00	125.00	1-yr., 6 to 12 ins.....	10.00	85.00
2-yr., 12 to 18 ins.,			<b>Viburnum opulus</b>		
root-pruned .....	22.50	200.00	1-yr., 6 to 12 ins.....	10.00	85.00
<b>Mahonia aquifolium</b>			<b>Viburnum sieboldi</b>		
1-yr., S.....	6.50	50.00	1-yr., 6 to 12 ins.....	10.00	85.00
<b>Myrica pensylvanica</b>			2-yr., 12 to 18 ins.....	17.50	150.00
2-yr., 6 to 12 ins.....	10.00	85.00	<b>Viburnum tomentosum</b>		
<b>European Mountain Ash</b>			1-yr., 6 to 12 ins.....	10.00	85.00
1-yr., 6 to 12 ins.....	7.50	65.00	2-yr., 12 to 18 ins.....	17.50	150.00
1-yr., 12 to 18 ins.....	10.00	85.00	<b>Boston Ivy</b>		
3 to 4 ft., T.....	25.00	....	1-yr., S.....	6.50	50.00

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January 22 to 24—Virginia Nurserymen's Association, Inc., annual convention, Hotel John Marshall, Richmond, Va.

January 24 to 26—Michigan Association of Nurserymen, annual convention, Hotel Pantlind, Grand Rapids, Mich.

January 25 and 26—Oregon Association of Nurserymen, annual convention, Multnomah hotel, Portland, Ore.

January 25 and 26—Connecticut Nurserymen's Association, ninth annual short course, University of Connecticut, Storrs, Conn.

January 29 to 31—National Arborists Association, annual convention, Statler-Hilton hotel, New York, N. Y.

### WINTER MEETING DATES

In the coming events department of this issue of the American Nurseryman appear the dates of mid-winter conventions which have already been made known. In order to assist association members and trade exhibitors to make their plans, secretaries are invited to notify the editor of further meeting dates as soon as they are determined.

### MASSACHUSETTS MEET

The fall meeting of the Massachusetts Nurserymen's Association has been scheduled for October 26. Headquarters will be the Waltham field station of the University of Massachusetts, Waltham, Mass., according to Richard S. Guild, Boston, Mass., executive director of the association.

### PLANT PROPAGATORS

The annual convention of the Plant Propagators Society will be held November 30 to December 3 at the Manger hotel, Cleveland, O. According to the announcement from Kenneth W. Reisch, secretary-treasurer of the society, a tour of nurseries in Lake county will be offered on the first day of the meeting.

### NORTH CAROLINA COURSE

The North Carolina Association of Nurserymen has scheduled its annual short course for January 1 to 3, according to an announcement by Hugh Vann, Fowler's Nursery, Raleigh, N. C., executive secretary-treasurer. The Union building on the North Carolina State College campus, Raleigh, will be headquarters.

### PURDUE WINTER MEETING

Donald L. Schuder, Purdue University, Lafayette, Ind., executive secretary of the Indiana Association of Nurserymen, announces that the I. A. N. winter meeting for 1961 has been scheduled as a part of Purdue's

# New England Nurserymen's Assn. GOLDEN ANNIVERSARY

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horticulture week. The nurserymen will convene January 3 to 5 at the university's Lafayette campus.

## INDIANA ARBORISTS

The Indiana Arborists Association has set January 4 to 6 as the dates for its 1961 winter meeting. Holding sessions at Purdue University, Lafayette, Ind., the arborists will join the state's nurserymen during horticulture week at the university.

## SITE FOR EASTERNERS

Members of Eastern Regional Nurserymen's Association, Inc., have chosen the Roosevelt hotel as headquarters for their 1961 convention at New York, N. Y. January 4 to 6 are the meeting dates announced by C. A. Vanderbrook, secretary-treasurer of the group.

## NORTH VIRGINIA EVENT

According to Albert S. Beecher, extension horticulturist, Virginia Polytechnic Institution, the program for the Northern Virginia Nurserymen's Association short course to be held January 9 to 11 at Fairfax, Va., will include talks on "Nematodes and Their Control," "Tree Diseases," "Hollies," "Design in Home Landscaping" and "Sales Promotion." The extension service of the Virginia Polytechnic Institution, Blacksburg, sponsors the event with N. V. N. A.

On the final day of the course, a tour will be made to the National

[Continued on page 32]

## TAXUS LANDSCAPE SIZES SPECIAL WHOLESALE PRICES

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18 to 24 ins. ....	\$3.50
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24 to 30 ins. ....	4.50
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2 to 2½ ft. ....	4.00
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	Each	Each		Each	Each		Each	Each
	Per 10	Per 100		Per 10	Per 100		Per 10	Per 100
<b>Dark Green American Arborvitae</b>			<b>Pfitzer Juniper</b>			<b>Variegata Juniper</b>		
18 to 24 ins. ....	\$1.25	\$1.00	12 to 15 ins. ....	\$1.25	\$1.10	18 to 24 ins. ....	\$1.75	\$1.50
24 to 30 ins. ....	1.75	1.50	15 to 18 ins. ....	1.70	1.50	2 to 3 ft. ....	2.25	2.00
30 to 36 ins. ....	2.25	2.00	18 to 24 ins. ....	2.25	2.00	<b>Densa glauca Juniper</b>		
3 to 4 ft. ....	3.00	2.50	24 to 30 ins. ....	2.75	2.50	2 to 3 ft. ....	2.00	1.75
<b>Compacta erecta Globe Arborvitae</b>			<b>Pfitzer Juniper, Blue</b>			3 to 4 ft. ....	2.75	2.50
12 to 15 ins. ....	1.25	1.00	12 to 15 ins. ....	1.25	1.10	<b>Hetzl glauca Juniper, staked</b>		
15 to 18 ins. ....	1.50	1.25	15 to 18 ins. ....	1.70	1.50	2 to 3 ft. ....	3.00	2.75
18 to 24 ins. ....	1.75	1.50	18 to 24 ins. ....	2.25	2.00	3 to 4 ft. ....	4.00	3.75
24 to 30 ins. ....	2.25	2.00	<b>Blue Vase Juniper</b>			<b>Chinese mascula Juniper</b>		
30 to 36 ins. ....	2.75	2.50	15 to 18 ins. ....	1.70	1.50	3 to 4 ft. ....	3.25	3.00
<b>Globe American Arborvitae</b>			<b>Pfitzer Juniper (Gold Tip)</b>			4 to 5 ft. ....	4.25	4.00
12 to 15 ins. ....	1.25	1.00	12 to 15 ins. ....	1.70	1.50	<b>Chinensis columnaris Juniper</b>		
15 to 18 ins. ....	1.50	1.25	15 to 18 ins. ....	3.50	3.00	2 to 3 ft. ....	2.75	2.50
18 to 24 ins. ....	2.00	1.75	<b>Pfitzer Compacta Juniper, (Kallay)</b>			3 to 4 ft. ....	3.75	3.50
24 to 30 ins. ....	2.50	2.25	12 to 15 ins. ....	1.25	1.10	<b>Sylvestris Juniper</b>		
30 to 36 ins. ....	3.00	2.75	15 to 18 ins. ....	1.70	1.50	3 to 4 ft. ....	2.25	2.00
<b>Globe Parson's Compacta Arborvitae</b>			18 to 24 ins. ....	2.25	2.00	<b>Sabina Von Ehron Juniper, staked</b>		
15 to 18 ins. ....	1.75	1.50	24 to 30 ins. ....	2.75	2.50	2 to 3 ft. ....	3.00	2.75
<b>Siberian Arborvitae</b>			<b>Pfitzer Compacta Juniper (Nick's)</b>			3 to 4 ft. ....	4.00	3.75
(Thuja wareana)			12 to 15 ins. ....	1.25	1.10	<b>Scopulorum Blue Haven Juniper</b>		
15 to 18 ins. ....	1.25	1.00	15 to 18 ins. ....	1.70	1.50	2 to 3 ft. ....	2.75	2.50
18 to 24 ins. ....	1.75	1.50	18 to 24 ins. ....	2.25	2.00	3 to 4 ft. ....	3.75	3.50
<b>Pyramidal American Arborvitae</b>			24 to 30 ins. ....	2.75	2.50	4 to 5 ft. ....	4.75	4.50
18 to 24 ins. ....	1.50	1.25	<b>Pfitzer Nana Juniper (Armstrong)</b>			<b>Sparta Juniper</b>		
24 to 30 ins. ....	1.75	1.50	12 to 15 ins. ....	1.25	1.10	2 to 3 ft. ....	2.75	2.50
30 to 36 ins. ....	2.50	2.25	15 to 18 ins. ....	1.70	1.50	<b>Virginiana Juniper (Red Cedar)</b>		
3 to 4 ft. ....	3.00	2.75	18 to 24 ins. ....	2.25	2.00	2 to 3 ft. ....	1.75	1.50
4 to 5 ft. ....	3.50	3.25	30 to 36 ins. ....	2.75	2.50	3 to 4 ft. ....	2.25	2.00
5 to 6 ft. ....	4.00	3.75	<b>Maneyi Juniper</b>			4 to 5 ft. ....	3.00	2.75
<b>Baker's Arborvitae</b>			15 to 18 ins. ....	2.00	1.75	<b>Virginiana burki Juniper</b>		
24 to 30 ins. ....	1.35	1.10	18 to 24 ins. ....	2.50	2.25	2 to 3 ft. ....	2.75	2.50
30 to 36 ins. ....	1.60	1.35	<b>Meyer Juniper</b>			3 to 4 ft. ....	3.75	3.50
<b>Berckmans Golden Arborvitae</b>			15 to 18 ins. ....	2.00	1.75	4 to 5 ft. ....	4.75	4.50
12 to 15 ins. ....	1.25	1.00	18 to 24 ins. ....	2.50	2.25	<b>Virginiana Canaerti Juniper</b>		
15 to 18 ins. ....	1.40	1.20	<b>Repandens Juniper</b>			2 to 3 ft. ....	2.75	2.50
18 to 24 ins. ....	1.70	1.50	15 to 18 ins. ....	1.25	1.10	3 to 4 ft. ....	3.75	3.50
24 to 30 ins. ....	2.25	2.00	18 to 24 ins. ....	1.75	1.50	4 to 5 ft. ....	4.75	4.50
<b>Blue Cone Arborvitae</b>			24 to 30 ins. ....	2.25	2.00	5 to 6 ft. ....	6.00	5.50
18 to 24 ins. ....	1.20	1.00	<b>Sabina Juniper</b>			<b>Virginiana Dundee Juniper</b>		
24 to 30 ins. ....	1.45	1.25	12 to 15 ins. ....	1.20	1.00	2 to 3 ft. ....	2.75	2.50
30 to 36 ins. ....	1.70	1.50	15 to 18 ins. ....	1.50	1.25	<b>Virginiana glauca Juniper</b>		
3 to 4 ft. ....	2.25	2.00	18 to 24 ins. ....	2.00	1.75	2 to 3 ft. ....	2.75	2.50
<b>Bonita Arborvitae</b>			<b>Sabina horizontalis Juniper</b>			3 to 4 ft. ....	3.75	3.50
15 to 18 ins. ....	1.35	1.20	15 to 18 ins. ....	1.70	1.50	<b>Cupressifolia Juniper (Hillspire)</b>		
18 to 24 ins. ....	1.70	1.50	18 to 24 ins. ....	2.25	2.00	3 to 4 ft. ....	3.75	3.50
24 to 30 ins. ....	2.25	2.00	<b>Sabina tamaricifolia Juniper</b>			4 to 5 ft. ....	4.75	4.50
30 to 36 ins. ....	2.75	2.50	15 to 18 ins. ....	1.75	1.50	5 to 6 ft. ....	6.00	5.50
<b>Excelsa Arborvitae</b>			<b>Sabina Von Ehron Juniper</b>			<b>Virginiana keteleeri Juniper</b>		
24 to 30 ins. ....	1.45	1.25	15 to 18 ins. ....	1.50	1.25	2 to 3 ft. ....	2.25	2.00
30 to 36 ins. ....	1.70	1.50	18 to 24 ins. ....	2.00	1.75	3 to 4 ft. ....	3.25	3.00
3 to 4 ft. ....	2.25	2.00	<b>Sabina Von Ehron Juniper, globes</b>			5 to 6 ft. ....	5.50	5.00
4 to 5 ft. ....	3.00	2.50	15 to 18 ins. ....	2.00	1.75	<b>Fastigiata Juniper</b>		
<b>Fruilandii Arborvitae</b>			18 to 24 ins. ....	2.50	2.25	24 to 30 ins. ....	1.20	1.00
18 to 24 ins. ....	1.70	1.50	30 to 36 ins. ....	3.00	2.75	30 to 36 ins. ....	1.50	1.25
24 to 30 ins. ....	2.25	2.00	<b>Sabina Von Ehron Juniper, globes</b>			3 to 4 ft. ....	1.75	1.50
<b>Mayhews Arborvitae</b>			15 to 18 ins. ....	2.00	1.75	4 to 5 ft. ....	2.00	1.75
30 to 36 ins. ....	1.70	1.50	18 to 24 ins. ....	2.50	2.00	5 to 6 ft. ....	2.25	2.00
3 to 4 ft. ....	2.25	2.00	24 to 30 ins. ....	3.00	2.50	6 to 8 ft. ....	3.50	3.00
<b>Newarkii Arborvitae</b>			<b>Sargentii Juniper</b>			<b>Cedrus atlantica</b>		
24 to 30 ins. ....	1.45	1.25	12 to 15 ins. ....	1.25	1.10	2 to 3 ft. ....	1.75	1.50
30 to 36 ins. ....	1.70	1.50	<b>Virginiana globosa Juniper</b>			3 to 4 ft. ....	2.75	2.50
3 to 4 ft. ....	2.25	2.00	15 to 18 ins. ....	2.75	2.50	4 to 5 ft. ....	3.75	3.50
4 to 5 ft. ....	2.75	2.50	18 to 24 ins. ....	3.50	3.25	5 to 6 ft. ....	4.75	4.50
<b>Andorra Juniper</b>			<b>Virginalis Juniper</b>			<b>Cedrus deodara</b>		
12 to 15 ins. ....	1.25	1.10	15 to 18 ins. ....	1.50	1.25	2 to 3 ft. ....	1.75	1.50
15 to 18 ins. ....	1.50	1.25	18 to 24 ins. ....	2.00	1.75	3 to 4 ft. ....	2.75	2.50
18 to 24 ins. ....	1.75	1.50	24 to 30 ins. ....	2.50	2.25	4 to 5 ft. ....	3.75	3.50
24 to 30 ins. ....	2.25	2.00	<b>Ames Juniper</b>			<b>Chamaecyparis plumosa, green</b>		
30 to 36 ins. ....	2.75	2.50	2 to 3 ft. ....	2.75	2.50	2 to 3 ft. ....	2.00	1.75
<b>Chinensis procumbens Juniper</b>			3 to 4 ft. ....	3.75	3.50	3 to 4 ft. ....	2.50	2.25
12 to 15 ins. ....	1.25	1.10	<b>Excelsa stricta Juniper</b>			4 to 5 ft. ....	3.25	3.00
15 to 18 ins. ....	1.70	1.50	12 to 15 ins. ....	1.15	1.00	<b>Chamaecyparis plumosa aurea</b>		
<b>Golden Canadian Juniper</b>			15 to 18 ins. ....	1.35	1.20	2 to 3 ft. ....	2.00	1.75
15 to 18 ins. ....	1.70	1.50	18 to 24 ins. ....	1.75	1.50	3 to 4 ft. ....	2.50	2.25
<b>Hetzl glauca Juniper</b>			24 to 30 ins. ....	2.25	2.00	<b>Austrian Pine</b>		
12 to 15 ins. ....	1.20	1.00	30 to 36 ins. ....	3.00	2.75	2 to 3 ft. ....	2.25	2.00
15 to 18 ins. ....	1.45	1.30	3 to 4 ft. ....	3.50	3.25	3 to 4 ft. ....	3.25	3.00
18 to 24 ins. ....	2.00	1.75	4 to 5 ft. ....	4.00	3.75	4 to 5 ft. ....	4.25	4.00
24 to 30 ins. ....	2.50	2.25	<b>Juniper, chinensis Iowa</b>			5 to 6 ft. ....	5.50	5.00
30 to 36 ins. ....	3.00	2.75	2 to 3 ft. ....	2.75	2.50	<b>White Pine</b>		
<b>Hetzl glauca Juniper, globes</b>			<b>Juniper, Nova</b>			2 to 3 ft. ....	2.25	2.00
15 to 18 ins. ....	2.00	1.75	2 to 3 ft. ....	2.25	2.00	3 to 4 ft. ....	3.25	3.00
18 to 24 ins. ....	2.50	2.00	3 to 4 ft. ....	2.75	2.50	4 to 5 ft. ....	4.25	4.00
24 to 30 ins. ....	3.00	2.50				5 to 6 ft. ....	5.50	5.00



	Each Per 10	Each Per 100		Each Per 10	Each Per 100		Each Per 10	Each Per 100
<b>Abelia grandiflora</b>			<b>Ilex crenata repandens</b>			<b>Lonicera yunnanensis</b>		
2 to 3 ft. ....	\$1.25	\$1.00	12 to 15 ins. ....	\$1.25	\$1.00	15 to 18 ins. ....	\$1.20	\$1.00
<b>Anise (Illicium)</b>			15 to 18 ins. ....	1.50	1.25	18 to 24 ins. ....	1.50	1.25
2 to 3 ft. ....	1.50	1.25	18 to 24 ins. ....	2.00	1.75	<b>Loropetalum chinensis</b>		
3 to 4 ft. ....	2.25	2.00	24 to 30 ins. ....	2.25	2.00	15 to 18 ins. ....	1.15	1.00
<b>Barberry, julianae</b>			<b>Ilex crenata rotundifolia</b>			18 to 24 ins. ....	1.40	1.25
15 to 18 ins. ....	1.75	1.50	12 to 15 ins. ....	1.15	1.00	24 to 30 ins. ....	1.75	1.50
18 to 24 ins. ....	2.25	2.00	15 to 18 ins. ....	1.40	1.25	<b>Magnolia alexandrina</b>		
<b>Boxwood, harlandi</b>			18 to 24 ins. ....	1.65	1.50	4 to 5 ft. ....	3.75	3.50
8 to 10 ins. ....	.85	.75	24 to 30 ins. ....	2.25	2.00	<b>Magnolia glauca</b>		
10 to 12 ins. ....	1.15	1.00	30 to 36 ins. ....	3.00	2.75	2 to 3 ft. ....	1.75	1.50
12 to 15 ins. ....	1.40	1.25	3 to 4 ft. ....	4.00	3.50	3 to 4 ft. ....	2.25	2.00
15 to 18 ins. ....	1.65	1.50	<b>Ilex crenata rotundifolia, pyramids</b>			4 to 5 ft. ....	2.75	2.50
<b>Boxwood, sempervirens</b>			24 to 30 ins. ....	2.25	2.00	5 to 6 ft. ....	3.50	3.25
12 to 15 ins. ....	1.40	1.25	30 to 36 ins. ....	3.25	3.00	6 to 8 ft. ....	5.50	5.00
15 to 18 ins. ....	2.25	2.00	3 to 4 ft. ....	4.50	4.00	<b>Magnolia grandiflora</b>		
18 to 24 ins. ....	2.75	2.50	<b>Ilex glabra</b>			2 to 3 ft. ....	1.75	1.50
<b>Boxwood, welleri</b>			15 to 18 ins. ....	1.20	1.00	3 to 4 ft. ....	2.75	2.50
12 to 15 ins. ....	1.40	1.25	18 to 24 ins. ....	1.75	1.50	4 to 5 ft. ....	3.75	3.50
<b>Cleyera japonica</b>			24 to 30 ins. ....	2.75	2.50	5 to 6 ft. ....	5.50	5.00
15 to 18 ins. ....	1.20	1.00	30 to 36 ins. ....	2.75	2.50	6 to 8 ft. ....	8.25	7.50
18 to 24 ins. ....	1.75	1.50	<b>Ilex opaca, seedlings</b>			<b>Magnolia rustica rubra</b>		
<b>Eleagnus fruitlandi</b>			2 to 3 ft. ....	1.75	1.50	4 to 5 ft. ....	3.75	3.50
2 to 3 ft. ....	1.25	1.00	3 to 4 ft. ....	2.75	2.50	<b>Magnolia soulangiana</b>		
3 to 4 ft. ....	1.75	1.50	4 to 5 ft. ....	3.75	3.50	2 to 3 ft. ....	2.00	1.75
<b>Eleagnus simoni</b>			5 to 6 ft. ....	5.50	5.00	3 to 4 ft. ....	2.75	2.50
2 to 3 ft. ....	1.25	1.00	<b>Ilex Croonenburg</b>			4 to 5 ft. ....	3.50	3.25
3 to 4 ft. ....	1.75	1.50	2 to 3 ft. ....	2.25	2.00	5 to 6 ft. ....	4.50	4.00
<b>Euonymus alatus compactus</b>			3 to 4 ft. ....	3.25	3.00	<b>Magnolia soulangiana nigra</b>		
18 to 24 ins. ....	1.50	1.25	4 to 5 ft. ....	4.25	4.00	3 to 4 ft. ....	2.75	2.50
24 to 30 ins. ....	1.75	1.50	5 to 6 ft. ....	5.25	5.00	<b>Magnolia stellata</b>		
<b>Euonymus coloratus</b>			<b>Ilex opaca fosteri</b>			18 to 24 ins. ....	2.00	1.75
18 to 24 ins. ....	1.25	1.00	2 to 3 ft. ....	2.25	2.00	2 to 3 ft. ....	3.00	2.50
24 to 30 ins. ....	1.50	1.25	3 to 4 ft. ....	3.25	3.00	3 to 4 ft. ....	4.50	4.00
30 to 36 ins. ....	2.25	2.00	4 to 5 ft. ....	4.25	4.00	<b>Nandina domestica</b>		
<b>Euonymus fortunei erectus</b>			5 to 6 ft. ....	5.25	5.00	15 to 18 ins. ....	.90	.75
15 to 18 ins. ....	1.25	1.00	<b>Ilex howardi</b>			18 to 24 ins. ....	1.20	1.00
18 to 24 ins. ....	1.50	1.25	2 to 3 ft. ....	2.25	2.00	24 to 30 ins. ....	1.50	1.25
24 to 30 ins. ....	1.70	1.50	3 to 4 ft. ....	3.25	3.00	30 to 36 ins. ....	1.75	1.50
<b>Euonymus japonicus</b>			4 to 5 ft. ....	4.25	4.00	<b>Nandina domestica, dwarf</b>		
18 to 24 ins. ....	1.15	1.00	5 to 6 ft. ....	5.25	5.00	15 to 18 ins. ....	1.15	1.00
24 to 30 ins. ....	1.70	1.50	<b>Ilex Hume No. 2</b>			18 to 24 ins. ....	1.40	1.25
30 to 36 ins. ....	2.25	2.00	2 to 3 ft. ....	2.25	2.00	<b>Osmanthus aquifolium</b>		
<b>Euonymus patens</b>			3 to 4 ft. ....	3.25	3.00	18 to 24 ins. ....	1.50	1.25
18 to 24 ins. ....	1.20	1.00	4 to 5 ft. ....	4.25	4.00	<b>Osmanthus fortunei</b>		
2 to 3 ft. ....	1.75	1.50	5 to 6 ft. ....	5.25	5.00	18 to 24 ins. ....	1.50	1.25
3 to 4 ft. ....	2.25	2.00	<b>Ilex Reynolds</b>			24 to 30 ins. ....	1.75	1.50
<b>Euonymus radicans,</b>			2 to 3 ft. ....	2.25	2.00	<b>Photinia serrulata</b>		
several selected types			3 to 4 ft. ....	3.25	3.00	18 to 24 ins. ....	1.20	1.00
15 to 18 ins. ....	1.20	1.00	4 to 5 ft. ....	4.25	4.00	2 to 3 ft. ....	1.75	1.50
18 to 24 ins. ....	1.50	1.25	<b>Ilex Taber</b>			<b>Viburnum burkwoodi</b>		
24 to 30 ins. ....	1.75	1.50	3 to 4 ft. ....	3.25	3.00	18 to 24 ins. ....	1.50	1.25
<b>Ilex cassine angustifolia</b>			4 to 5 ft. ....	4.25	4.00	24 to 30 ins. ....	1.75	1.50
3 to 4 ft. ....	3.50	3.00	<b>Ilex vomitoria</b>			30 to 36 ins. ....	2.25	2.00
4 to 5 ft. ....	4.50	4.00	15 to 18 ins. ....	1.15	1.00	3 to 4 ft. ....	2.75	2.50
<b>Ilex cornuta burfordi</b>			18 to 24 ins. ....	1.40	1.25	<b>Viburnum chenaulti</b>		
15 to 18 ins. ....	1.20	1.00	24 to 30 ins. ....	1.75	1.50	18 to 24 ins. ....	1.50	1.25
18 to 24 ins. ....	1.50	1.25	30 to 36 ins. ....	2.25	2.00	24 to 30 ins. ....	1.75	1.50
24 to 30 ins. ....	1.75	1.50	<b>Ilex vomitoria Pride of Houston</b>			30 to 36 ins. ....	2.25	2.00
30 to 36 ins. ....	2.50	2.25	18 to 24 ins. ....	1.40	1.25	3 to 4 ft. ....	2.75	2.50
3 to 4 ft. ....	3.50	3.00	24 to 30 ins. ....	1.75	1.50	<b>Viburnum juddi</b>		
<b>Ilex cornuta femina</b>			30 to 36 ins. ....	2.25	2.00	18 to 24 ins. ....	1.50	1.25
15 to 18 ins. ....	1.20	1.00	<b>Ilex vomitoria, dwarf</b>			24 to 30 ins. ....	1.75	1.50
18 to 24 ins. ....	1.50	1.25	12 to 15 ins. ....	1.50	1.25	<b>Viburnum rhytidophyllum</b>		
24 to 30 ins. ....	1.75	1.50	<b>Jasmine, floridum</b>			18 to 24 ins. ....	1.75	1.50
30 to 36 ins. ....	2.50	2.25	15 to 18 ins. ....	1.20	1.00	24 to 30 ins. ....	2.00	1.75
<b>Ilex cornuta Hume</b>			18 to 24 ins. ....	1.50	1.25	30 to 36 ins. ....	2.50	2.25
15 to 18 ins. ....	1.50	1.25	2 to 3 ft. ....	1.75	1.50	3 to 4 ft. ....	3.25	3.00
18 to 24 ins. ....	1.75	1.50	<b>Laurel, Cherry</b>			4 to 5 ft. ....	4.50	4.00
24 to 30 ins. ....	2.25	2.00	2 to 3 ft. ....	1.50	1.25	<b>White Dogwood</b>		
30 to 36 ins. ....	2.75	2.50	3 to 4 ft. ....	1.75	1.50	2 to 3 ft. ....	1.20	1.00
<b>Ilex cornuta rotunda</b>			4 to 5 ft. ....	2.50	2.25	3 to 4 ft. ....	1.75	1.50
12 to 15 ins. ....	1.50	1.25	5 to 6 ft. ....	3.50	3.00	4 to 5 ft. ....	2.25	2.00
<b>Ilex crenata convexa</b>			6 to 8 ft. ....	5.00	4.50	5 to 6 ft. ....	3.50	3.00
12 to 15 ins. ....	1.00	.80	<b>Laurel, English</b>			<b>White Dogwood (Cherokee Princess)</b>		
15 to 18 ins. ....	1.25	1.00	15 to 18 ins. ....	1.25	1.00	3 to 4 ft. ....	2.75	2.50
18 to 24 ins. ....	1.75	1.50	18 to 24 ins. ....	1.50	1.25	4 to 5 ft. ....	3.75	3.50
24 to 30 ins. ....	2.25	2.00	2 to 3 ft. ....	1.75	1.50	<b>Pink Dogwood</b>		
<b>Ilex crenata helzi</b>			<b>Laurel, Zabell</b>			2 to 3 ft. ....	1.75	1.50
12 to 15 ins. ....	1.20	1.00	15 to 18 ins. ....	1.20	1.00	3 to 4 ft. ....	2.75	2.50
15 to 18 ins. ....	1.50	1.25	18 to 24 ins. ....	1.75	1.50	<b>Live Oak, B&amp;B</b>		
<b>Ilex crenata latifolia, pyramids</b>			2 to 3 ft. ....	2.50	2.25	3 to 4 ft. ....	2.75	2.50
18 to 24 ins. ....	1.75	1.50	<b>Ligustrum lucidum (Black Wax)</b>			4 to 5 ft. ....	4.00	3.50
24 to 30 ins. ....	2.25	2.00	18 to 24 ins. ....	1.20	1.00	5 to 6 ft. ....	5.50	5.00
30 to 36 ins. ....	3.25	3.00	24 to 30 ins. ....	1.50	1.25	<b>Silver Maple, B&amp;B</b>		
3 to 4 ft. ....	4.50	4.00	30 to 36 ins. ....	1.75	1.50	6 to 8 ft. ....	2.00	1.50
			<b>Ligustrum lucidum Suwannee River</b>			8 to 10 ft. ....	2.50	2.00
			15 to 18 ins. ....	1.15	1.00	10 to 12 ft. ....	3.00	2.50
			18 to 24 ins. ....	1.40	1.25			
			24 to 30 ins. ....	1.65	1.50			
			30 to 36 ins. ....	2.00	1.75			

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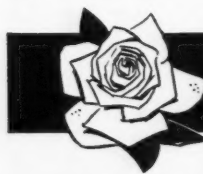
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Arboretum, Washington, D. C., with special emphasis to be placed on plant identification during the dormant period.

W. B. Higgs, Vadma Nursery Agency, Inc., Fairfax, is the program chairman for the association.

### MARYLAND PLANS SET

According to Thomas T. Adams, executive secretary, an excellent program has been planned for the annual meeting of the Maryland Nurserymen's Association. Scheduled for January 11 and 12, the sessions will be held at the new Baltimore-Sheraton Inn, Baltimore, Md.

### NEW JERSEY'S TWO DATES

January 12 and 13 have been set as the dates for the first two days of the New Jersey Association of Nurserymen's winter meeting at the La Concha hotel, Atlantic City, N. J. According to William E. Snyder, secretary of the association, the Hotel Hildebrecht will probably be headquarters for the final sessions, to be held January 28 in conjunction with farmers' week at Trenton, N. J.

### NEW YORK ARBORISTS

The annual meeting of the New York State Arborist Association has been scheduled for January 15 to 17, according to A. M. S. Pridham, Cornell University, Ithaca, N. Y. The sessions will be held at Statler Hall, Cornell University.

### MAIL-ORDER DATE SET

January 16 was recently set as the date for the winter meeting of the National Mail Order Nurserymen's Association, according to Roger Krider, Krider Nurseries, Inc., Middlebury, Ind., secretary. With headquarters at the Hotel La Salle, Chicago, Ill., the group's program will include a report on the market research program, as well as committee reports. A board of directors' meeting will be held January 15.

### OHIO SHORT COURSE

The Neil House, Columbus, O., has once more been selected as the site of the winter meeting and short course of the Ohio Nurserymen's Association. The O. N. A. secretary-treasurer, George F. Gens, announces January 17 to 20 as the meeting dates for 1961.

### KANSAS TREE MEETINGS

Gathering at the Wareham hotel, Manhattan, Kan., members of the

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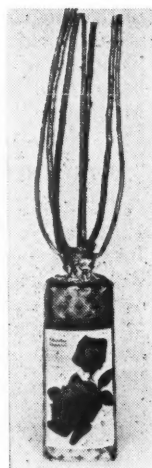
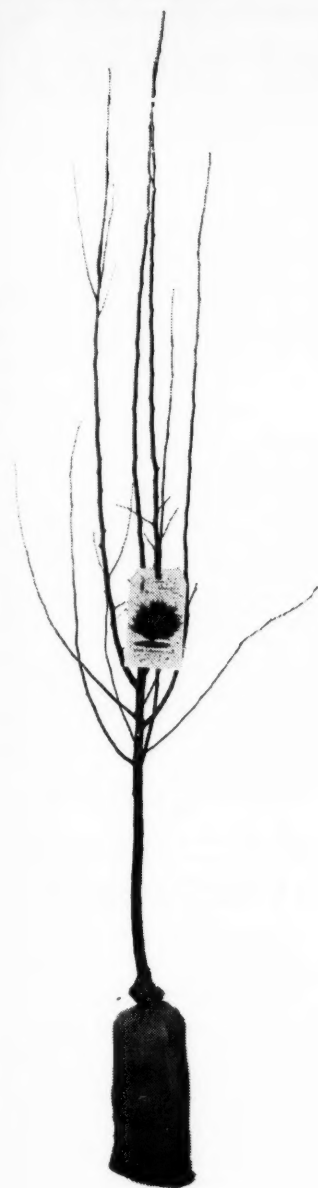
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				3-yr., XX, 10 to 12 ins. ....	.35	.30	.26
<b>CUSPIDATA</b>				<b>CUSPIDATA INTERMEDIA</b>			
1-yr., X, 6 to 8 ins. ....	.17	.13	.12	1-yr., X, 4 to 6 ins. ....	.20	.16	.12
2-yr., XX, 8 to 10 ins. ....	.30	.25	.20	2-yr., XX, 6 to 8 ins. ....	.25	.20	.17
3-yr., XX, 10 to 12 ins. ....	.35	.30	.25				
<b>CUSPIDATA DENSIFORMIS</b>				<b>MEDIA KELSEYI</b>			
1-yr., X, 4 to 6 ins. ....	.20	.16	.12	1-yr., X, 6 to 8 ins. ....	.17	.13	.12
2-yr., XX, 6 to 8 ins. ....	.22	.18	.14	1-yr., X, 8 to 10 ins. ....	.20	.15	.10
2-yr., XX, 8 to 10 ins. ....	.30	.25	.22				
<b>MEDIA HATFIELDI</b>				<b>BACCATA REPANDENS</b>			
1-yr., X, 6 to 8 ins. ....	.17	.13	.12	1-yr., X, 6 to 8 ins. ....	.17	.13	.12
1-yr., X, 8 to 10 ins. ....	.20	.15	.14	2-yr., XX, 6 to 8 ins. ....	.25	.20	.17
2-yr., XX, 6 to 8 ins. ....	.25	.20	.17				
2-yr., XX, 8 to 10 ins. ....	.30	.25	.20	<b>CUSPIDATA VERMEULEN</b>			
3-yr., XX, 10 to 12 ins. ....	.35	.30	.26	1-yr., X, 6 to 8 ins. ....	.17	.15	.12
				1-yr., X, 8 to 10 ins. ....	.20	.15	.13
				2-yr., XX, 4 to 6 ins. ....	.20	.17	.15
				2-yr., XX, 8 to 10 ins. ....	.30	.25	.20
				<b>CUSPIDATA HENRYI</b>			
				1-yr., X, 4 to 6 ins. ....	.17	.13	.12

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Kansas Arborists Association will hold their annual meeting and dinner the evening of January 19. Hugh E. Thompson, association secretary, announces that the event will be part of the program of the seventh Kansas state shade tree conference, scheduled for January 19 and 20 at Umberger Hall, Kansas State University, Manhattan.

### VIRGINIA AT RICHMOND

The 30th annual convention of Virginia Nurserymen's Association, Inc., will be held January 22 to 24, according to Charles L. Otey, V. N. A. secretary-treasurer. Sessions of the meeting will be conducted at the Hotel John Marshall, Richmond, Va.

### CONNECTICUT PROGRAM

Members of the Connecticut Nurserymen's Association will attend their ninth annual short course in the college of agriculture auditorium at the University of Connecticut, Storrs. The dates were set for January 25 to 26.

### WESTERN NEW YORK

January 20 is the date set for the annual convention of the Western

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*It's the great, big broad land 'way up yonder,  
It's the forests where silence has lease;  
It's the beauty that thrills me with wonder,  
It's the stillness that fills me with peace.*

—FROM THE SPELL OF THE YUKON  
BY ROBERT SERVICE

# SHERWOOD NURSERY CO.

*Evergreens* - PROPAGATORS AND GROWERS  
WHOLESALE  
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*Fall 1960*

*Spring 1961*

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A COMPLETELY  
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## Burpee *Gloriosa Double Daisy*

One of Burpee's most outstanding novelties of the past half century, *Gloriosa Double Daisies* are completely new, completely different and of astonishing beauty.

Big, globular, golden-yellow flowers resembling chrysanthemums. Contains also semi-double blooms with dark centers that resemble the Black-eyed Susans from which they were developed. *Gloriosa Double Daisies* are spectacular in the garden and bloom profusely. With very long, strong stems they are excellent as long-lasting cut flowers. Seed can be started indoors or early outdoors for blooming midsummer and fall, or can be sown in August and September for blooming early the following summer. They are easy to grow and stand both extreme heat and cold. 3 ft. tall.

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	Per 100	Per 1000	Per 1000 for 5000 or more
Strong, well-rooted, 1-yr. plants; propagated in soil and peat frames with light shade....	Prepaid \$6.50	F.O.B. here \$53.00	in same shipment \$50.00

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New York Nurserymen's Association. The Sheraton hotel, Rochester, N. Y., was chosen as headquarters for the business sessions, according to Robert S. Taylor, Congdon's Wholesale Nursery, North Collins, secretary-treasurer of the association.

## MICHIGAN PREPARES

Program arrangements are now being made for the 1961 convention of the Michigan Association of Nurserymen. The event will be held January 24 to 26 at the Hotel Pantlind, Grand Rapids, Mich., according to a recent announcement by Robert Scovic, secretary-treasurer of the association.

## OREGON SETS DATES

With Portland, Ore., as its 1961 convention site, the Oregon Association of Nurserymen has chosen January 25 and 26 as the dates for the meeting. The nurserymen's headquarters at Portland will be the Multnomah hotel, according to Charles H. Potter, executive secretary.

## ARBORISTS' CONVENTION

The Statler-Hilton hotel, New York, N. Y., was chosen as convention headquarters for the National Arborists Association meeting to be held January 29 to 31, it was recently announced by Paul E. Tilford, Wooster, O., executive secretary of the association.

## IRIS SOCIETY'S DATES

The Robert Treat hotel, Newark, N. J., was selected as headquarters for the 1961 convention of the American Iris Society, and the dates were set for May 25 to 29 at a regional meeting held at Rutgers University, New Brunswick, N. J.

## STOCK FOR PLANTERS

[Continued from page 13]

ground cover. In the foreground area, not shown, are Pfitzer junipers.

Other trees come to mind, and one that should be seriously considered is the sourwood or lily of the valley tree (*Oxydendrum arboreum*). Illustration I gives an indication of the general form of the tree. It is not a broad-spreading type; so one may use it with shrubs without worrying about its becoming "king of the planter." Its root system is not a highly competitive one, but does best in a well-drained soil with an acid



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50,000 to 99,000	3.25	PER 1000
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1000 to 4000	8.50	
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10,000 to 49,000	7.00	
50,000 to 99,000	6.25	PER 1000
100,000 or more	5.50	

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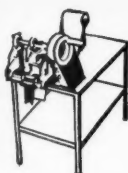
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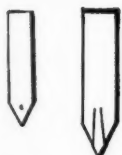
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# SHADEMASTER LOCUST

(Plant Patent No. 1515)

This now famous tree is the result of many years of painstaking research, in which we were successful in eliminating all of the faults common in ordinary Honey Locusts.

Shademaster Locust is a rapid-growing tree with straight trunk, ascending branches and heavy dark green foliage. It is drought-resistant, deep-rooting and does not heave sidewalks. It transplants easily and no leaf raking is necessary in the fall.

Nurserymen, arborists and park superintendents agree that it is America's outstanding, upright Thornless Honey Locust.

Unit Prices in Quantities  
1 to 9 10 to 50 to 250  
49 249 and up

## 2 years or more, branched

6 to 8 ft.	\$ 6.00	\$ 5.00	\$ 4.00	\$ 3.60
8 to 10 ft., 1 to 1 1/4-in. cal.	8.50	7.00	5.50	4.95
9 to 11 ft., 1 1/4 to 1 1/2-in. cal.	11.20	9.50	7.50	6.75
10 to 12 ft., 1 1/2 to 1 3/4-in. cal.	13.50	11.00	9.00	8.10
11 to 13 ft., 1 3/4 to 2-in. cal.	17.00	14.00	11.00	9.90

## PRINCETON NURSERIES

"America's Finest Tree Nursery"

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SHADEMASTER LOCUST (Plant Patent No. 1515)

reaction and enough humus to retain moisture for more than a few days.

The flowers are white and fragrant, blooming during late July and early August. The fall foliage, much more spectacular than the flowers, is a forceful red and makes an interesting combination with the persistent yellowish racemes of capsule fruits. This small tree has many merits that recommend it.

This list of trees probably should include Albizzia julibrissin rosea, even though it produces its foliage late in the season and is vulnerable to winter injury. The crab apples; flowering cherries; some small maples, like the Amur, trident and Japanese; Japanese snowbell (Styrax japonica); mountain ash; the beehive tree (Evdodia danielli); Japanese and flowering dogwoods in the right sections of the country; stewartia, and many others deserve consideration for planters when one is thinking of small trees and large shrubs.

Block planting, using one species of plant, has been mentioned. There are several yews that can be selected for this purpose, including the Dwarf Japanese yew shown in illustration J. Pfitzer juniper, Regels privet and several others respond well to this type of treatment.

A plant that usually seems to be

## QUALITY NURSERY STOCK IN LANDSCAPE SIZES

SHADE TREES: Maple — Norway, Scarlet and Sugar, Niobe Weeping Willow and Pin Oak. Sizes on most shade trees are in the 2 to 5-in. cal. size.

EVERGREENS: Austrian Pine, up to 6 ft. Hetz Juniper, 18 to 24 ins. and 2 to 2 1/2 ft.

Write for Price List.

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## On 2-yr. RHODODENDRONS

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## CANADIAN HEMLOCK and BALSAM FIR

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	Per 100	Per 1000
3 to 6 ins., S.	\$ 3.00	\$ 17.50
6 to 9 ins., S.	5.00	30.00
9 to 12 ins., S.	9.00	70.00
12 to 18 ins., S.	12.50	100.00
18 to 24 ins., S.	30.00	.....

Freshly collected. Well rooted. Puddled and packed in sphagnum moss. Catalog of plants, ferns, evergreens on request.

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*Plus Secondary Elements*

# 2-50 LB. BAGS

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Developed by professionals at Rutgers University and used by nurserymen for over twenty years, HY-GRO is chelated and completely compatible with insecticides. And it's so economical at this 100 lb. bulk price!

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# TAXUS BREVIFOLIA



	EACH Per 100
8 to 10 ins. ....	\$1.65
15 to 18 ins. ....	3.00
18 to 24 ins. ....	4.00
2 ft. ....	5.00
2 to 2½ ft. ....	6.50
3 to 3½ ft. ....	12.00
3½ to 4 ft. ....	15.00

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ignored when planters are considered is the firethorn. It has been so often used as an espalier that landscape designers often forget its adaptability as a loose shrub.

Illustration K shows a Laland firethorn that has been allowed to spread with only an occasional clipping of a loose branch. It fruits under these conditions, but not so readily as when on a wall, and it seems to take a little longer in years—to fruit prolifically.

I know there is not room to incorporate all of the other shrubs and trees that come to mind. The many azaleas (rhododendrons) like the Kurume, Hinodegiri, shown in illustration L, make excellent plants for massing by themselves or for combining with others that have the same soil requirements.

In closing, I repeat that a great variety of plants and complementary materials can be used in planters. The only time that planters make selection difficult is when the planting area is small, poorly located, poorly drained or will be inadequately cared for.

GRAND opening of the expanded Cheshire Bridge road garden center of the H. G. Hastings Co., Atlanta, Ga., was held during the week of October 3.

JOHN NASH OTT opened his new studio and laboratory for his time-lapse photography at his new quarters, at Lake Bluff, Ill., September 20.

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60,000 to Pick from (Over 50 Varieties)

Acer palmatum  
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Euonymus  
Fagus sylvatica  
Forsythia  
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Especially compact and well formed.

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1000 acres of choice Tennessee soil devoted to the growing of top-quality nursery stock for our fellow nurserymen and garden centers. We are listing a few bargains here, and more are in store for you in our new 1960 fall wholesale descriptive catalog, just off the press. Write for your copy if you have not received it.

## SHADE TREES—FLOWERING TREES—FRUIT TREES

### ACER PLATANOIDES (Norway Maple).

	Per 10	Per 100	Per 1000
3 to 4 ft., T. ....	\$ 8.00	\$ 70.00	\$ 600.00
4 to 5 ft., T. ....	11.00	100.00	900.00
5 to 6 ft., T. ....	15.00	125.00	1100.00
6 to 8 ft., ¾-in. cal. ....	25.00	200.00	1500.00
8 to 10 ft., 1½ to 1½-in. cal. ....	30.00	250.00	.....
10 to 12 ft., 1½ to 2-in. cal. ....	35.00	300.00	.....

### ACER SACCHARUM (Sugar or Hard Maple).

	Per 10	Per 100	Per 1000
4 to 5 ft., br., T. ....	\$15.00	\$125.00	.....
5 to 6 ft., br., T. ....	17.50	150.00	.....
6 to 8 ft., br., T. ....	22.50	200.00	.....
8 to 10 ft., br., T. ....	30.00	250.00	.....

### CASTANEA MOLISSIMA (Blight-Resistant Chinese Chestnut). Seed came from an orchard of select strain.

	Per 10	Per 100	Per 1000
12 to 18 ins., 2-yr. ....	\$ 4.00	\$ 30.00	.....
18 to 24 ins., 2-yr. ....	5.00	40.00	.....
2 to 3 ft., 2-yr. ....	7.00	60.00	.....
3 to 4 ft., 3-yr. ....	8.50	75.00	.....
4 to 5 ft., 3-yr. ....	11.00	100.00	.....
5 to 6 ft., 3-yr. ....	13.50	125.00	.....

### CORNUS FLORIDA RUBRA (New Cherokee Chief) (Plant Patent No. 1710). True Red-Flowering Dogwood.

	Each	Per 10	Per 100
12 to 18 ins., 1-yr., B.R. ....	\$1.25	\$11.00	\$100.00
18 to 24 ins., 1-yr., B.R. ....	1.50	14.00	125.00
24 to 30 ins., 1-yr., B.R. ....	1.75	16.50	150.00
30 to 36 ins., 1-yr., B.R. ....	2.50	22.00	200.00
3 to 4 ft., br., B.R. ....	4.00	38.50	350.00
4 to 5 ft., br., B.R. ....	5.50	50.00	450.00

(B&B—50¢ extra per tree)

### CORNUS FLORIDA ALBA PLENA (Double White Dogwood).

	Each	Per 10	Per 100
6 to 12 ins. ....	\$ 6.00	\$ 50.00	.....
12 to 18 ins. ....	7.50	75.00	.....
18 to 24 ins. ....	10.00	100.00	.....
2 to 3 ft., br., bloom buds ....	17.50	150.00	.....
3 to 4 ft., br., bloom buds ....	27.50	250.00	.....

(B&B—50¢ extra per tree)

### CORNUS FLORIDA (White-Flowering Dogwood).

	Per 10	Per 100	Per 1000
6 to 12 ins., S. ....	\$ 3.00	\$20.00	.....
12 to 18 ins., S. ....	4.00	30.00	.....
18 to 24 ins., S. ....	6.00	50.00	.....
2 to 3 ft., S. ....	\$ 1.50	10.00	90.00
18 to 24 ins., br. ....	3.00	20.00	.....
2 to 3 ft., br. ....	4.50	35.00	.....
3 to 4 ft., br. ....	7.50	60.00	.....
4 to 5 ft., br. ....	12.50	100.00	.....
5 to 6 ft., br. ....	17.50	150.00	.....
6 to 8 ft., br. ....	22.50	200.00	.....

(B&B—50¢ extra per tree)

### CORNUS FLORIDA RUBRA (Pink-Flowering Dogwood). Boyd's select strain.

	Per 10	Per 100	Per 1000
6 to 12 ins., 1-yr. ....	\$ 6.00	\$ 50.00	\$ 450.00
12 to 18 ins., 1-yr. ....	7.00	60.00	550.00
18 to 24 ins., 1-yr. ....	9.00	75.00	700.00
24 to 30 ins., 1-yr. ....	12.50	100.00	900.00
30 to 36 ins., 2-yr., br. ....	15.00	125.00	1100.00
3 to 4 ft., 2-yr., br. ....	17.50	150.00	1400.00
4 to 5 ft., 3-yr., br. ....	30.00	250.00	.....
5 to 6 ft., 3-yr., heavy, br. ....	45.00	400.00	.....
6 to 8 ft., 4-yr., heavy, br. ....	60.00	500.00	.....

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**THE RAINBOW TREE.** 5-N-1 Flowering Crab Apple. Yes, here is the tree that has been wanted for a long time, the popular Flowering Crab Apple, with five varieties of blooms, all blooming on one tree. One limb each of the following species, *Aldenhamsensis*, *Almey*, *Eleyi*, *Hopa* and *Dolgo*. Each limb a different foliage and color of bloom.

	Per 10	Per 100
4 ft., 9/16-in. cal. ....	\$13.00	\$115.00
4 ft., 11/16-in. cal. ....	15.00	125.00

**KLEHM'S IMPROVED BECHTEL CRAB APPLE.** Large, double, bright pink flowers.

**STRATHMORE PYRAMIDAL CRAB APPLE.** Deep red buds opening to rosy flowers. Reddish foliage to scarlet in fall.

	Per 10	Per 100
18 to 24 ins. ....	\$ 6.50	\$50.00
2 to 3 ft. ....	8.50	75.00
3 to 4 ft. ....	10.00	90.00

### ALMEY FLOWERING CRAB APPLE. New! Flery-crimson! Sensational!

	Per 10	Per 100
2 to 3 ft. ....	\$ 7.50	\$ 60.00
3 to 4 ft. ....	10.00	80.00
4 to 5 ft., br. ....	12.50	100.00
5 to 6 ft., br. ....	17.50	150.00

### HOPA FLOWERING CRAB APPLE.

### ELEYI FLOWERING CRAB APPLE.

### ALDENHAMENSIS FLOWERING CRAB APPLE.

	Per 10	Per 100
Bronze foliage, dark pink flowers. ....	\$ 4.00	\$ 30.00
2 to 3 ft., whips ....	4.50	35.00
3 to 4 ft., whips ....	5.50	45.00
4 to 5 ft., whips ....	7.50	60.00
3 to 4 ft., br. ....	10.00	75.00
4 to 5 ft., br. ....	12.50	100.00
5 to 6 ft., br. ....	17.50	150.00
6 to 8 ft., br., B&B only. ....	27.50	250.00

### 5-N-1 APPLE Fruit Trees.

**5-N-1 APPLE.** The City Man's Orchard. Five different varieties budded on one tree—Yellow Delicious, Red Delicious, Stayman Wineap, Yellow Transparent and Rome Beauty. Nice well-branched trees.

	Per 10	Per 100
9/16 to 11/16-in. cal., br. ....	\$11.00	\$100.00
11/16 to ¾-in. cal., br. ....	12.50	115.00
¾-in. cal. and up, br. ....	15.00	125.00

All 2-yr., 4 to 5 ft., well-branched.

**MALUS** (Weeping Pink-Flowering Crab Apple). (Eckonomierat Echtermeyer). Single, purplish-red, dark red fruit. Bronze-green foliage. Weeping habit similar to a Weeping Willow

	Each	Per 10
3 to 4 ft. ....	\$1.75	\$15.00
4 to 5 ft. ....	2.25	20.00

### PRUNUS NEWPORT (Purple-Leaved Plum).

	Per 10	Per 100	Per 1000
3 to 4 ft., br. ....	\$ 4.50	\$ 40.00	.....
4 to 5 ft., br. ....	6.00	50.00	.....
5 to 6 ft., br., 2-yr. ....	8.00	75.00	.....
6 to 8 ft., br., 2-yr. ....	12.00	100.00	.....

### PRUNUS THUNDERCLOUD (Dark Purple-Leaved Plum).

	Per 10	Per 100
3 to 4 ft., br. ....	\$ 5.00	\$ 45.00
4 to 5 ft., br. ....	6.50	60.00
5 to 6 ft., br. ....	8.50	75.00
6 to 8 ft., br. ....	12.00	100.00

**QUERCUS PALUSTRIS** (True Pin Oak). One of the best shade trees known—of rapid growth.

	Per 10	Per 100	Per 1000
6 to 12 ins., S. ....	\$ 1.50	\$ 7.50	\$ 60.00
12 to 18 ins., S. ....	2.00	10.00	80.00
18 to 24 ins., 2-yr. ....	3.00	15.00	125.00
2 to 3 ft., 2-yr. ....	4.00	25.00	200.00
3 to 4 ft., br. ....	6.00	50.00	.....
4 to 5 ft., br. ....	11.00	100.00	.....
5 to 6 ft., br. ....	17.50	150.00	.....
6 to 8 ft., br. ....	22.50	200.00	.....

### PRICES ON DOUBLE — RED, PINK, WHITE AND PEPPERMINT FLOWERING PEACH.

	Per 10	Per 100
3 to 4 ft., br. ....	\$4.00	\$35.00
4 to 5 ft., br. ....	5.00	45.00
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A rose like Invitation comes along but rarely. And when it does, it is an Invitation... an invitation for all to see, to admire, and to own. Invitation has large, robust blooms (up to 5 inches across) of rich, salmon-orange. The plant itself, which is beautifully compact and bushy, becomes a perfect pedestal for a perfect rose. Add to this a lingering, spicy kind of fragrance and you have a real best seller. H. T. (Swim.) Pl. Pat. App. For.



**SUSPENSE**

Here's a rose so new, so magnificent that it's destined to become a favorite. Giant blooms (up to 6 inches across) of rich red plush underlaid with soft, chamois-skin textured yellow can only be admired in astonishment. H. T. (Meiland.) Pl. Pat. 1944.

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New, Different, Intriguing... that's Simone, the newest and best yet of the lavender roses. Tremendous 6-inch blooms of cool, clear orchid-like color make Simone a "must" rose for every rose lover. H. T. (Malleria.) Pl. Pat. 1847.

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Sheared, heavy, full-bodied.

<b>Ilex rotundifolia</b>	5 to 24	25 to 100
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2½ to 3 ft. ....	6.50	5.00
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<b>Pyracantha lalandi</b>		
3 to 4 ft.x3 to 4 ft. ....	7.50	7.00
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2½ to 3-ft. spread ....	7.50	7.00
3 to 3½-ft. spread ....	10.50	10.00
3½ to 4-ft. spread ....	13.50	13.00
4 to 5-ft. spread ....	18.00	...
<b>Taxus hicksi</b>		
2½ to 3 ft. ....	7.50	7.00
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## OBITUARY

### Mrs. M. R. Cashman

Mrs. M. R. Cashman, Sr., Owatonna, Minn., died at her home Sunday, September 25, at the age of 80 years. She is survived by her husband; four sons, Richard J. Charles City, Ia.; Charles and Robert, Owatonna, Minn., and Michael R., Jr., Pittsburgh, Pa., and seven daughters, Eleanor Shomaker, Omaha, Neb.; Dorothy Crawford, Superior, Wis.; Beatrice Cashman, Des Moines, Ia.; Patricia Gaaney, Santa Barbara, Calif.; Virginia Van Winkle, Dallas, Tex.; Mary Therese Morris, Owatonna, Minn., and Caroline Huhndorf, Kenai, Alaska. One daughter, Rosemary, preceded her mother in death. Other survivors include one brother, James, Portland, Ore., and 38 grandchildren.

Born Mary Patricia Quinn in 1879 at Owatonna, on June 7, 1905, she was married to Michael R. Cashman. Mrs. Cashman was a leader in civic and church activities, holding many high offices in local, state and national organizations. In 1929 and 1930 she served as president of the Ladies' Auxiliary of the American Association of Nurserymen.

Mr. Cashman is chairman of the board of Cashman Greenhouses, Inc., Owatonna, and the Sherman Nursery Co., Charles City, Ia. He is well known in the trade, having served as president of the American Association of Nurserymen in 1921 and 1922.

### Mrs. Margaret Closs Prather

Mrs. Margaret Closs Prather, who, with her husband, Earl McClellan Prather, operated the Shenstone Farm Nursery, Sharonville, O., died the first part of August, the day after her sixtieth birthday anniversary. Mrs. Prather held a bachelor's degree in horticulture from Ohio State University, Columbus, and was a member of the Ohio Nurserymen's Association, the American Horticultural Society and the American Rose Society. She is survived by her husband and three sisters.

### James Richard Kamp

Dr. James Richard Kamp, professor of floriculture at the University of Illinois, Urbana, died August 18. He was 53, a native of St. Louis, Mo., where he was graduated from Washington University. He obtained his doctorate at Ohio State University, Columbus, had been a member of the floricultural teaching staff at



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	Per 1000
1-yr., S., 3 to 5 ins. . . . .	\$ 30.00
2-yr., S., 6 to 10 ins. . . . .	50.00
3-yr., S., 15 to 20 ins. . . . .	75.00
4-yr., S., 18 to 24 ins. . . . .	150.00
3-yr., T., 12 to 18 ins. . . . .	250.00
4-yr., T., 18 to 20 ins. . . . .	500.00
5-yr., T., 24 to 30 ins. . . . .	1000.00

	Each
2 to 3 ft., sheared, B&B . . . . .	\$ 4.00
3 to 4 ft., sheared, B&B . . . . .	7.50
4 to 5 ft., sheared, B&B . . . . .	10.00
5 to 6 ft., sheared, B&B . . . . .	12.50
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Urbana since 1944 and had served on several important committees in the college of agriculture. A frequent lecturer to professional groups in the industry, Dr. Kamp was also a prolific writer on the physiology of flower crops and plant propagation. He was a member of the American Society of Horticultural Scientists.

### Garth Rolfe

Garth Rolfe, Rolfe Nursery, Sherman, Tex., died August 26 in a Denison nursing home after a long illness. The 81-year-old nurseryman had been in business at Sherman for the past 34 years. Surviving are his widow, a daughter and two sons.

## EXTEND FARM LABOR ACT

September 14, President Eisenhower signed a bill extending the authority for the importation of Mexican nationals for seasonal farm work in the United States. Authority for this program would have expired June 30, 1961, in the midst of the harvest season of many crops dependent upon this supplemental labor supply. Legislation approved by the President extends the Mexican farm labor law from June 30 to December 31, 1961.

This 6-month extension will enable farmers to make their 1961 production plans and obtain financing where necessary with the assurance that labor to harvest their crops will be available. The extension will also permit consideration next year in an unhurried manner of any needed changes in the program.

FIRE destroyed four frame buildings recently at Pioneer Nursery, Bakersfield, Calif., causing a loss of stock and equipment estimated at \$10,000.

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3 to 3½ ft. ....	5.75
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4 to 8 ft.

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SPREADING YEW

CANADIAN HEMLOCK

12 to 36 in.

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# CHARLIE CHESTNUT

## INCIDENT AT THE NURSERY



During the past dozen years, if Emil has said it once, he has said to me a hundred times, especially when it has been raining. This morning he said, "Chas. this would be a good day to put some eave troughs here on the office. Whenever it rains it makes a big puddle here in front of the office door. Let's see, where did I see some eaves someplace down town the other day? We better measure it first and see how long it is across there," Emil said.

I got a yard stick and measured twenty four feet along the side of the office. "For both sides its twenty four times two is fourty-eight feet. Better get fourty-eight feet and a down spout," I said.

Emil said, "We're only going to put it up on the front. It aint any use to put it up along the back side. Twenty-four feet is enough. We dont need a down spout, let it run off the end, it wont hurt nothing."

Emil was never one to overdo a job, as the members well know.

We drove down town to Chets hardware. In front of the bank we met Doc Hart. Emil spent at least fifteen minutes discussing the last coon hunt with Doc.

"Where did I see some eave trough someplace the other day, down town here someplace, Doc?" Emil said.

"There's a pile of old eaves laying there beside Walts Tin Shop, next to my office. They come off the old barber shop when they tore that down and built the Chevvy Garage," Doc said.

Emil made a deal with Walt. We got two twelve-foot pieces and had Walt solder them together. We drove out to the nursery after a little argument with Walt about the price of 75¢ Walt charged him.

When we got back to the office, Emil said, "We'll get two ladders, so you can hold up one end and I will hold up the other end while we fasten the eave up."

We couldnt find but one ladder and that wasnt too good, so I got an old oil barrel and put a box on top of it and crawled up on that with my end. When Emil got up on his end there was a few hornets buzzing around. They had a hole right under the roof where they were flying in and out.

"You better get them hornets out

of there first Emil," I said. "If they ever come at you, you will think you run into a blast of #6 bird shot."

"I'll get me a fly swatter," Emil said. He found one in the office and went up the ladder again, holding the twenty-four foot hunk of eave trough in one hand and waving a fly swatter in the other. Fortunately he was only eight feet off the ground when it happened. He was wildly waving his fly swatter with one hand and balancing the eave with the other, when a wave of hornets dove at him.

When he fell off the ladder with the eave trough on top of him he must have sprained his ankle. He had one sting on his neck and another on his leg. If any of the members have ever been stung by a hornet, not once but twice, with a sprained ankle besides, they will know that Emil thought the end had come.

"Help me get home, Chas.," he moaned. "Better get the wheelbarrow, its in back of the cornerrib."

Just then who should drive in but John Bushbottom, making a circle tour, just checking up, as he said. John took hold of Emil on one side and me on the other side and we dragged him over to the house and laid him on the couch in the front room. Fortunately Emma, his wife, was gone to see her sister in Missouri at the time. When we got his shoe off and got him propped up a little he said, "Chas. you go over to the office and get my insurance policies on accidents. Look in the file someplace."

I left Emil with John Bushbottom and I went over to the office to see what I could find. It took me half an hour to locate an envelope marked "Accident Policies." It was filed under "Fire Insurance," why I dont know unless Emil figured accidents was fires or visa versa. It was



from seed to tree . . .



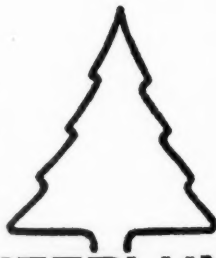
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All one-gallon items are grown in green Plantainers. All two-gallon items are grown in green 8-inch Nursericans.

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MINIMUM ORDER—25 plants of one variety. 250 plants or more of one variety take the 1000 rate.

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2-gal.	.....	1.50	1.40	2-gal.	.....	1.50	1.40
HEXHE		SNOW					
1-gal.	.....	.65	.60	1-gal.	.....	.65	.60
2-gal.	.....	1.50	1.40	2-gal.	.....	1.50	1.40

CLEVERA JAPONICA	100	1000	ILEX CRENATA HELLERI	100	1000	LIGUSTRUM LUCIDUM COMPACTUM	100	1000
1-gal.	\$.65	\$0.60	1-gal.	\$.65	\$0.60	1-gal.	\$.60	\$0.55
2-gal.	1.50	1.40	2-gal.	1.50	1.40	2-gal.	1.50	1.40
GARDENIA RADICANS			ILEX CRENATA HETZI			LIRIOPE MUSCARI MAJESTIC		
1-gal.	.60	.55	1-gal.	.65	.60	1-gal.	.60	.55
2-gal.	1.50	1.40	2-gal.	1.15	1.00	2-gal.	1.50	1.40
ILEX AQUIPERNI BRILLIANT			ILEX CRENATA MICROPHYLLA			PODOCARPUS SINENSIS (Japanese		
1-gal.	.70	.65	1-gal.	.65	.60	1-gal.	.65	.60
2-gal.	1.50	1.40	2-gal.	1.15	1.00	2-gal.	1.50	1.40
ILEX CORNUTA BURFORDI			ILEX CRENATA REPANDENS			PYRACANTHA COCCINEA LALANDI		
1-gal.	.65	.60	1-gal.	.60	.55	1-gal.	.65	.60
2-gal.	1.50	1.40	2-gal.	1.15	1.00	2-gal.	1.50	1.40
ILEX CORNUTA FEMINA			ILEX CRENATA ROTUNDFOLIA			PYRACANTHA CRENATA-SERRATA		
1-gal.	.65	.60	1-gal.	.65	.60	1-gal.	.65	.60
2-gal.	1.50	1.40	2-gal.	1.15	1.00	2-gal.	1.50	1.40
ILEX CORNUTA ROTUNDA			ILEX OPACA EAST PALATKA			GRABERI		
1-gal.	.75	.70	1-gal.	.60	.55	1-gal.	.65	.60
2-gal.	1.50	1.40	2-gal.	1.15	1.00	2-gal.	1.50	1.40
ILEX CRENATA BULLATA			ILEX VOMITORIA (Schilling's Dwarf			PYRACANTHA FORMOSANA		
1-gal.	.65	.60	1-gal.	.75	.70	1-gal.	.65	.60
2-gal.	1.50	1.40	2-gal.	1.50	1.40	2-gal.	1.50	1.40
ILEX CRENATA BUXIFOLIA			Yaupon)			PYRACANTHA GOVERNMENT RED		
1-gal.	.60	.55				1-gal.	.65	.60
2-gal.	1.50	1.40						
ILEX CRENATA DIVARICATA								
1-gal.	.60	.55						
2-gal.	1.50	1.40						

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4 to 6 ins.	\$.12	\$1.00	6 to 8 ins.	\$.12	\$1.00	(Spiny Greek)	100	1000
6 to 8 ins.	15.00	140.00	8 to 12 ins.	15.00	140.00	6 to 8 ins.	15.00	140.00
BUXUS JAPONICA			FELJOA (Pineapple Guava)			8 to 12 ins.	17.00	150.00
4 to 6 ins.	12.00	110.00	6 to 8 ins.	12.00	110.00	JUNIPERUS SABINA		
6 to 8 ins.	15.00	140.00	8 to 12 ins.	15.00	140.00	(Savin Juniper)		
BUXUS SEMPERVIRENS			GARDENIA FORTUNEI			6 to 8 ins.	15.00	140.00
4 to 6 ins.	12.00	110.00	8 to 12 ins.	12.00	110.00	8 to 12 ins.	17.00	150.00
6 to 8 ins.	15.00	140.00	12 to 18 ins.	15.00	140.00	LIGUSTRUM LUCIDUM COMPACTUM		
CAMELLIA SASANQUA			GARDENIA MYSTERY			4 to 6 ins.	10.00	90.00
Cleopatra			8 to 12 ins.	12.00	110.00	6 to 8 ins.	12.00	110.00
6 to 8 ins.	17.00	150.00	12 to 18 ins.	15.00	140.00	MAGNOLIA GRANDIFLORA		
8 to 12 ins.	20.00	180.00	GARDENIA RADICANS			4 to 6 ins.	12.00	110.00
Crimson Tide			4 to 6 ins.	10.00	90.00	6 to 8 ins.	15.00	140.00
6 to 8 ins.	20.00	180.00	6 to 8 ins.	12.00	110.00	8 to 12 ins.	17.00	150.00
8 to 12 ins.	22.50	200.00	GINKGO BILOBA, (seedlings)			12 to 18 ins.	20.00	180.00
Dainty Pink			6 to 8 ins.	12.00	110.00	18 to 24 ins.	22.50	200.00
6 to 8 ins.	17.00	150.00	8 to 12 ins.	15.00	140.00	NANDINA DOMESTICA		
8 to 12 ins.	20.00	180.00	ILEX CORNUTA BURFORDI			6 to 8 ins.	15.00	140.00
Daydream			6 to 8 ins.	20.00	180.00	8 to 12 ins.	17.00	150.00
6 to 8 ins.	17.00	150.00	8 to 12 ins.	22.50	200.00	OSMANTHUS FRAGRANS		
8 to 12 ins.	20.00	180.00	ILEX CRENATA BUXIFOLIA			6 to 8 ins.	12.00	110.00
Hino-de-Gumo			4 to 6 ins.	15.00	140.00	8 to 12 ins.	15.00	140.00
6 to 8 ins.	17.00	150.00	6 to 8 ins.	17.00	150.00	OSMANTHUS SAN JOSE		
8 to 12 ins.	20.00	180.00	8 to 12 ins.	20.00	180.00	6 to 8 ins.	12.00	110.00
Jean May			ILEX CRENATA HELLERI			8 to 12 ins.	15.00	140.00
6 to 8 ins.	20.00	180.00	6 to 8 ins.	20.00	180.00	PHOTINIA GLABRA		
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Mine-No-Yuki (Double White)			4 to 6 ins.	12.00	110.00	8 to 12 ins.	15.00	140.00
6 to 8 ins.	17.00	150.00	6 to 8 ins.	15.00	140.00	PINUS DENSIFLORA		
8 to 12 ins.	20.00	180.00	ILEX CRENATA REPANDENS			(Japanese Red Pine)		
Miss Auburn			4 to 6 ins.	12.00	110.00	6 to 8 ins., S., Trans.	10.00	90.00
6 to 8 ins.	20.00	180.00	6 to 8 ins.	15.00	140.00	8 to 12 ins., S., Trans.	12.00	110.00
8 to 12 ins.	22.50	200.00	8 to 12 ins.	17.00	150.00	PINUS HALEPENSIS (Aleppo Pine)		
Pink Snow			ILEX CRENATA ROTUNDFOLIA			4 to 6 ins., S.	6.00	50.00
6 to 8 ins.	20.00	180.00	4 to 6 ins.	10.00	90.00	6 to 8 ins., S.	7.50	60.00
8 to 12 ins.	22.50	200.00	6 to 8 ins.	12.00	110.00	8 to 12 ins., S.	10.00	90.00
Rosea			ILEX VOMITORIA DWARF (Dwarf			PINUS THUNBERGI		
6 to 8 ins.	17.00	150.00	Yaupon)			(Japanese Black Pine)		
8 to 12 ins.	20.00	180.00	4 to 6 ins.	15.00	140.00	6 to 8 ins., S., Trans.	10.00	90.00
Texas Star			6 to 8 ins.	17.00	150.00	8 to 12 ins., S., Trans.	12.00	110.00
6 to 8 ins.	17.00	150.00	18 to 24 ins.	20.00	180.00	PITTOSPORUM TOBIRA		
CEDRUS DEODARA			JUNIPERUS CHINENSIS BLUE VASE			6 to 8 ins.	12.00	110.00
4 to 6 ins., S., Trans.	10.00	90.00	4 to 6 ins.	15.00	140.00	8 to 12 ins.	15.00	140.00
6 to 8 ins., S., Trans.	12.00	110.00	6 to 8 ins.	17.00	150.00	PITTOSPORUM TOBIRA VARIEGATA		
CHERRY LAUREL			JUNIPERUS CHINENSIS			6 to 8 ins.	15.00	140.00
6 to 8 ins.	12.00	110.00	PFITZERIANA			8 to 12 ins.	17.00	150.00
8 to 12 ins.	15.00	140.00	4 to 6 ins.	12.00	110.00	PODOCARPUS SINENSIS		
CLEVERA JAPONICA			6 to 8 ins.	15.00	140.00	6 to 8 ins.	12.00	110.00
6 to 8 ins.	17.00	150.00	8 to 12 ins.	17.00	150.00	8 to 12 ins.	15.00	140.00
8 to 12 ins.	20.00	180.00	JUNIPERUS DEPRESSA FLUMOSA			VIBURNUM MACROPHYLLUM		
ELEAGNUS FRUITLANDI			(Andorra)			6 to 8 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00	6 to 8 ins.	15.00	140.00	8 to 12 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00	8 to 12 ins.	17.00	150.00	VIBURNUM ODORATISSIMUM		
						6 to 8 ins.	12.00	110.00
						8 to 12 ins.	15.00	140.00

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### CURTIS NURSERIES

CALLICOON, N. Y.

quite a thick envelope I took back to the house.

As the members might guess, knowing John Bushbottom as they do, John had been out to his car and brought in a bottle. "It'll settle his nerves," John said. Emil was working on a big water tumbler full of applejack that John always carries just for emergencies.

Emil shook out the envelope in his lap. "Here is a policy I took out when I subscribed for thirty days to the Lake Park News. It says they will pay a person \$5000.00 for the loss of one hand and one foot, \$5000.00 for the loss of both eyes. Bosh, you got to be practically dead before you can collect," Emil said.

"Let's see that policy," John said. "Dont worry about this one, it was only good for thirty days back in 1941."

I picked up another policy. "This aint no good, Emil," I said, "this here is a policy you took out when you took the plane to Cincinnati the year they had the convention there. That expired when you set foot on the ground in Cincinnati. Remember that convention, John? That was the time they had Emil on the panel discussion when he got into an argument with Oscar Applquist."

"This one might help you Emil," I said picking up another policy. "Its the National Commercial Mens Assn. They will pay you \$35.00 a week while you are laid up and they will pay your doctor bill besides. The only catch to it is that it expired in 1951, the last year you paid the premium. If you had fallen off the ladder eight years ago instead of this a. m. you could collect, but not now."

"Here is one I'm paid up on. Read off what it says, Chas. Its the American Nurserymen's Association policy from Washington, D. C.," said Emil.

"It says here you got to go to the hospital," I read "and you got to have a doctor and they pay so much for taking out your appendix and so much for having a baby, etc. It dont say anything about falling off a ladder with two hornet stings an' a sprained ankle. Looks to me like you didnt hit pay dirt in the whole lot, Emil."

"I'm going to take this up with Mr. White, the secretary of the convention. I'll tell just what I think of his whole blamed outfit," Emil said.

"Here Emil," John said, "better have another glass of applejack. It will warm you up and deaden the pain," he said handling Emil another slug. "Your neck is swelled a little. Let's see your leg."

Emil pulled up his pant's leg and showed a welt that looked like a pul-



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	Each	Each		Each	Each		Each	Each
	100	1000		100	1000		100	1000
	rate	rate		rate	rate		rate	rate
<b>Abies concolor</b> (Concolor Fir)			<b>Ilex crenata helleri</b> , very dwarf			<b>Pyracantha cocc. inlandi</b> (Fire Thorn)		
4 to 6 ins., 4-yr., T. ....	\$0.30	.25	4 to 6 ins., 3-yr., T. ....	\$0.38	..	4 to 6 ins., 2-yr., T. ....	\$0.28	\$0.25
6 to 8 ins., 5-yr., T. ....	.35	.38	6 to 8 ins., 4-yr., T. ....	.45	..	6 to 8 ins., 2-yr., T. ....	.32	.30
10 to 15 ins., 5-yr., T. ....	.45	..	8 to 10 ins., 4-yr., T. ....	.75	..	8 to 10 ins., 2-yr., T. ....	.38	.35
<b>Azalea kempferi</b> (Flame Azalea)			10 to 12 ins., 5-yr., T. ....	.90	..	10 to 12 ins., 3-yr., T. ....	.40	.38
3 to 6 ins., 2-yr., T. ....	.25	.22	<b>Ilex rotundifolia</b> (Round-leaved Holly)			12 to 18 ins., 3-yr., T. ....	.50	.45
6 to 8 ins., 3-yr., T. ....	.30	.28	8 to 10 ins., 2-yr., T. ....	.35	\$0.30	<b>Quercus palustris</b> (Pin Oak)		
<b>Azalea Ghent Hybrid</b> , mixed pastels			12 to 15 ins., 3-yr., T. ....	.40	.35	4 to 6 ins., 1-yr., S. ....	.10	.08
2 to 4 ins., 2-yr., T. ....	.20	.18	12 to 15 ins., 4-yr., T. ....	.50	.45	<b>Rhododendron Hybrid</b> , seed; from red stock		
4 to 6 ins., 2-yr., T. ....	.25	.22	12 to 15 ins., 5-yr., T. ....	.65	.60	3 to 6 ins., 3-yr., T. ....	.35	.32
<b>Azalea mollis</b> (Chinese Azalea)			15 to 18 ins., 6-yr., T. field, 1.00	.90	..	6 to 8 ins., 4-yr., T. ....	.45	.42
2 to 4 ins., 2-yr., T. ....	.12	.10	<b>Juniper Andorra</b> (Purple Andorra)			6 to 8 ins., 4-yr., T. ....	.55	.48
3 to 5 ins., 3-yr., T. ....	.20	.18	4 to 6 ins., 1-yr., T. ....	.22	.20	8 to 10 ins., 4-yr., T. ....	.85	..
5 to 8 ins., 3-yr., T. field, 1.00	.25	.22	6 to 8 ins., 1-yr., T. ....	.28	.25	10 to 12 ins., 5-yr., T. ....	1.00	..
<b>Azalea macranthum</b> , lavender			8 to 10 ins., 2-yr., T. ....	.40	.38	12 to 18 ins., 5-yr., T. ....	1.50	..
1 to 3 ins., 1-yr., T. ....	.25	.20	10 to 15 ins., 2-yr., T. ....	.50	.45	<b>Rhododendron catawbiense</b> , rosy-purple		
4 to 6 ins., 2-yr., T. ....	.30	.25	<b>Juniper canadensis aurea</b> (Golden Canadian Juniper)			6 to 8 ins., 1-yr., S. ....	.50	.45
6 to 8 ins., 3-yr., T. ....	.35	.30	4 to 6 ins., 2-yr., T. ....	.25	..	8 to 10 ins., 1-yr., S. ....	.65	.60
<b>Azalea poukhanensis</b>			6 to 8 ins., 2-yr., T. ....	.35	..	<b>Scotch Pine</b> ( <i>Pinus sylvestris</i> )		
2 to 3 ins., 2-yr., T. ....	.22	.20	<b>Juniper glauca hetzi</b> (Hetz Juniper)			8 to 14 ins., 4-yr., T. ....	.15	.05
3 to 4 ins., 3-yr., T. ....	.30	.28	4 to 6 ins., 1-yr., T. ....	.20	.18	10 to 15 ins., 4-yr., T. ....	.15	.06
<b>Azalea schlippenbachii</b> (Royal Azalea)			6 to 10 ins., 2-yr., T. ....	.25	.22	(Order minimum, 500 at 1000 rate.)		
1-yr., T. bedded ..... 18	.15	..	8 to 12 ins., 3-yr., T. ....	.32	.28	<b>Taxus capitata</b> (Upright Jap. Yew)		
2 to 3 ins., 2-yr., T. ....	.22	.20	10 to 15 ins., 3-yr., T. ....	.35	.30	Seedlings		
3 to 6 ins., 3-yr., T. ....	.30	.28	12 to 15 ins., 3-yr., T. ctbk. ....	.45	.42	2 to 3 ins., 2-yr., S. ....	.05	.04
<b>Buxus sempervirens welleri</b> (Weller's Hardy Boxwood)			12 to 18 ins., 4-yr., T. ctbk. ....	.55	.50	3 to 4 ins., 3-yr., S. ....	.07	.06
4 to 6 ins., 2-yr., T. ....	.25	.22	<b>Juniper hibernica fastigiata</b> (Compact Irish Juniper)			4 to 6 ins., 3-yr., S. ....	.09	.07
6 to 8 ins., 2-yr., T. ....	.30	.28	4 to 8 ins., 2-yr., T. ....	.20	.18	6 to 8 ins., 4-yr., S. ....	.15	.12
8 to 10 ins., 3-yr., T. ....	.35	.32	8 to 10 ins., 2-yr., T. ....	.25	.22	8 to 10 ins., 4-yr., S. ....	.18	.16
10 to 12 ins., 3-yr., T. ....	.40	.38	10 to 12 ins., 2-yr., T. ....	.32	.28	10 to 12 ins., 4-yr., S. ....	.22	.19
12 to 15 ins., 4-yr., T. ....	.50	.45	12 to 15 ins., 3-yr., T. ....	.35	.30	<b>Taxus capitata</b> (Upright Jap. Yew) Transplants		
<b>Chamaecyparis filifera aurea</b> (Golden Thread Cypress)			12 to 15 ins., 4-yr., T. ....	.45	.40	4 to 6 ins., 3-yr., T. ....	.28	.25
3 to 4 ins., 2-yr., T. ....	.25	.22	<b>Juniper horizontalis glauca</b>			6 to 8 ins., 3-yr., T. ....	.30	.25
4 to 6 ins., 2-yr., T. ....	.28	.25	6 to 8 ins., 2-yr., T. ....	.35	.32	8 to 10 ins., 3-yr., T. ....	.35	.32
<b>Chamaecyparis lawsoniana altum</b> (Blue Cypress)			8 to 10 ins., 2-yr., T. ....	.40	..	8 to 10 ins., 3-yr., T. ....	.45	.40
4 to 6 ins., 2-yr., T. ....	.22	.18	10 to 15 ins., 3-yr., T. ....	.50	..	10 to 12 ins., 6-yr., T. ctbk. ....	.75	.65
6 to 10 ins., 2-yr., T. ....	.30	.28	<b>Juniper chinensis pfitzeriana</b>			12 to 15 ins., 6-yr., T. ctbk. ....	.90	.80
10 to 12 ins., 3-yr., T. ....	.45	.40	4 to 8 ins., 2-yr., T. ....	.28	.25	<b>Taxus cuspidata</b> (Spreading Yew)		
12 to 15 ins., 3-yr., T. ....	.50	.45	6 to 8 ins., 2-yr., T. ....	.32	.30	4 to 6 ins., 2-yr., T. beds, 2.00	.18	..
<b>Chamaecyparis plumosa aurea</b> (Golden Plum Cypress)			8 to 10 ins., 2-yr., T. ....	.45	..	6 to 8 ins., 2-yr., T. beds, 2.25	.22	..
4 to 6 ins., 2-yr., T. ....	.22	.18	10 to 12 ins., 3-yr., T. ....	.55	..	6 to 8 ins., 2-yr., T. ctbk. ....	.30	.28
6 to 8 ins., 2-yr., T. ....	.30	.28	12 to 15 ins., 4-yr., T. ....	.60	.55	8 to 10 ins., 2-yr., T. ctbk. ....	.40	.38
8 to 10 ins., 3-yr., T. ....	.35	.30	<b>Juniper pfitzeriana compacta</b>			10 to 12 ins., 3-yr., T. ctbk. ....	.45	.40
10 to 15 ins., 3-yr., T. ....	.45	.40	8 to 10 ins., 2-yr., T. ....	.45	..	10 to 15 ins., 4-yr., T. fld., 2.00	.65	.55
<b>Colorado Blue Spruce</b> ( <i>Picea pungens</i> )			10 to 12 ins., 3-yr., T. ....	.55	..	<b>Taxus media brownii</b>		
4 to 6 ins., 2-yr., T. ....	.18	.15	12 to 15 ins., 4-yr., T. ....	.60	.55	4 to 6 ins., 2-yr., T. beds, .22	.30	..
6 to 8 ins., 4-yr., T. ....	.22	.18	<b>Juniper striata</b> (Spiny Greek)			6 to 8 ins., 2-yr., T. beds, .28	.35	..
8 to 10 ins., 5-yr., T. ....	.28	.25	4 to 6 ins., 2-yr., T. ....	.35	..	8 to 10 ins., 3-yr., T. ....	.45	.40
10 to 12 ins., 5-yr., T. ....	.35	.30	6 to 8 ins., 2-yr., T. ....	.40	..	10 to 12 ins., 4-yr., T. ....	.55	..
12 to 15 ins., 6-yr., T. ....	.40	.35	8 to 10 ins., 2-yr., T. ....	.48	..	10 to 15 ins., 5-yr., T. fld., .65	..	..
15 to 18 ins., 7-yr., T. ....	.45	.40	10 to 15 ins., 3-yr., T. ....	.55	..	<b>Taxus media hicksii</b> (Hicks' Yew)		
<b>Douglas Fir</b> ( <i>Pseudotsuga douglasii</i> )			<b>Juniper squamata meyeri</b> (Blue Meyer)			4 to 6 ins., 2-yr., T. ....	.20	.18
4 to 6 ins., 4-yr., T. ....	.25	.18	3 to 4 ins., 2-yr., T. ....	.32	..	6 to 8 ins., 2-yr., T. ....	.25	.22
6 to 8 ins., 4-yr., T. ....	.30	.20	4 to 6 ins., 2-yr., T. ....	.40	..	8 to 10 ins., 2-yr., T. ....	.35	.30
8 to 10 ins., 5-yr., T. ....	.35	.25	6 to 10 ins., 3-yr., T. ....	.48	..	10 to 12 ins., 3-yr., T. ....	.45	.40
10 to 15 ins., 5-yr., T. ....	.45	.38	10 to 12 ins., 4-yr., T. ....	.55	..	12 to 15 ins., 4-yr., T. ....	.55	.48
<b>Euonymus alatus</b> (Winged Euonymus)			<b>Leucothoe catesbaei</b> (Drooping Andromeda)			<b>Thuja occidentalis</b> (American Arborvitae)		
6 to 10 ins., 2-yr., T. ....	.20	.18	3 to 4 ins., 1-yr., T. ....	.18	.16	2 to 4 ins., 3-yr., S. ....	.08	.06
10 to 12 ins., 3-yr., T. ....	.25	.20	4 to 6 ins., 2-yr., T. ....	.22	.20	4 to 8 ins., 3-yr., S. ....	.10	.08
12 to 18 ins., 4-yr., T. ....	.35	.32	6 to 8 ins., 2-yr., T. ....	.25	.22	8 to 10 ins., 4-yr., S. ....	.15	.12
<b>Euonymus fortunei coloratus</b> (Prostrate Evergreen Creeper)			8 to 10 ins., 3-yr., T. ....	.35	.30	10 to 15 ins., 4-yr., S. ....	.20	.18
Low growing, 4 to 8 ins., 1-yr., T. ....	.18	.16	10 to 12 ins., 3-yr., T. ....	.45	.42	<b>Thuja occidentalis douglasii aurea</b> (Golden Douglas Arborvitae)		
6 to 8 ins., 2-yr., T. ....	.28	.25	12 to 15 ins., 3-yr., T. ....	.55	..	8 to 10 ins., 3-yr., T. ....	.45	..
8 to 10 ins., 2-yr., T. ....	.35	.32	<b>Liquidambar styraciflua</b> (Sweet Gum)			10 to 12 ins., 3-yr., T. ....	.55	..
10 to 15 ins., 2-yr., T. ....	.45	.40	6 to 12 ins., 2-yr., field ....	.06	.05	12 to 15 ins., 4-yr., T. ....	.65	..
<b>Euonymus fortunei Erectus</b> (Evergreen Big-leaved Winter-Creeper)			12 to 18 ins., 2-yr., field ....	.08	.06	<b>Thuja occidentalis elegantissima lutea</b> (Golden Tipped Arborvitae)		
4 to 8 ins., 1-yr., T. ....	.18	.16	18 to 24 ins., 3-yr., field ....	.10	.08	8 to 10 ins., 3-yr., T. ....	.35	.32
8 to 12 ins., 2-yr., T. ....	.25	.22	2 to 3 ft., 3-yr., field ....	.12	.10	10 to 12 ins., 3-yr., T. ....	.40	.38
12 to 18 ins., 3-yr., T. ....	.35	.30	<b>Mahonia aquifolia</b> (Oregon Grape Holly)			12 to 15 ins., 4-yr., T. ....	.50	.48
<b>Euonymus radicans vegetus</b> (Evergreen Winter-Creeper)			2-yr., bed run ..... .06	.05	..	15 to 24 ins., 4-yr., T. ....	.65	..
4 to 8 ins., 1-yr., T. beds .15	.12	..	2 to 4 ins., 2-yr., S. ....	.09	.07	<b>Thuja occidentalis globosa</b> , Woodward's		
8 to 10 ins., 1-yr., T. beds .20	.18	..	3 to 5 ins., 3-yr., S. ....	.12	.10	8 to 10 ins., 2-yr., T. ....	.30	.28
10 to 12 ins., 2-yr., T. ....	.35	.30	<b>Norway Spruce</b> ( <i>Picea excelsa</i> )			10 to 12 ins., 3-yr., T. ....	.40	.38
12 to 15 ins., 3-yr., T. ....	.45	.40	4 to 8 ins., 3-yr., T. ....	.12	.05	12 to 15 ins., 3-yr., T. ....	.50	.45
12 to 15 ins., 4-yr., T. ....	.55	.50	5 to 10 ins., 4-yr., T. ....	.15	.06	<b>Thuja occidentalis pyramidalis</b> (Pyramidal Arborvitae)		
<b>Ilex crenata</b> (Pyramidal Japanese Holly)			10 to 12 ins., 4-yr., T. ....	.20	.12	8 to 10 ins., 2-yr., T. ....	.38	.35
8 to 10 ins., 2-yr., T. ....	.35	.32	12 to 15 ins., 5-yr., T. ....	.25	.18	10 to 12 ins., 3-yr., T. ....	.45	.42
10 to 12 ins., 3-yr., T. ....	.40	.38	<b>Pieris japonica</b> (Japanese Andromeda)			12 to 15 ins., 3-yr., T. ....	.55	.50
12 to 15 ins., 3-yr., T. ....	.45	.42	1 to 3 ins., 1-yr., T. ....	.20	.18	12 to 18 ins., 4-yr., T. ....	.65	.55
15 to 18 ins., 4-yr., T. ....	.55	.50	3 to 4 ins., 2-yr., T. ....	.28	.25	18 to 24 ins., 5-yr., T. ....	.75	..
<b>Ilex crenata convexa</b> (Bullata)			4 to 6 ins., 3-yr., T. ....	.35	.30	<b>Tsuga canadensis</b> (Hemlock)		
8 to 10 ins., 2-yr., T. ....	.38	.35	6 to 8 ins., 4-yr., T. ....	.45	.42	6 to 8 ins., 3-yr., T. ....	.35	.32
10 to 12 ins., 2-yr., T. ....	.48	.45	8 to 10 ins., 4-yr., T. ....	.55	.50	8 to 10 ins., 4-yr., T. ....	.40	.35
12 to 15 ins., 3-yr., T. ....	.65	.55	<b>Austrian Pine</b> ( <i>Pinus nigra</i> )			10 to 15 ins., 4-yr., T. ....	.55	.50
12 to 15 ins., 5-yr., field 1.00	.90	..	6 to 8 ins., 3-yr., S. ....	.12	.02 1/2	<b>Viburnum opulus nana</b> , dwarf		
<b>Ilex crenata</b> , large glossy leaf			8 to 10 ins., 4-yr., S. ....	.15	.03 1/2	4 to 6 ins., 2-yr., T. ....	.25	.20
6 to 8 ins., 2-yr., T. ....	.30	.28	10 to 15 ins., 4-yr., S. ....	.20	.04	6 to 8 ins., 4-yr., T. ....	.45	..
8 to 10 ins., 2-yr., T. ....	.40	.38	(Order minimum, 500 at 1000 rate.)			<b>White Spruce</b> ( <i>Picea alba</i> )		
10 to 12 ins., 3-yr., T. ....	.45	.42	<b>Pinus mugo</b> , Tyrolean-Swiss			6 to 10 ins., 5-yr., T. ....	.20	.10
12 to 15 ins., 4-yr., T. ....	.60	.55	2 to 3 ins., 3-yr., S. ....	.10	.09	10 to 12 ins., 5-yr., T. ....	.25	.15
			3 to 4 ins., 3-yr., S. ....	.15	.12	12 to 18 ins., 5-yr., T. ....	.28	.18
			4 to 6 ins., 3-yr., S. ....	.18	.16			
			(Order minimum, 500 at 1000 rate.)					

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2½ to 3-ft. spread	7.00	6.00
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let's egg. One ankle was twice as big as the other one.

"Better let me bind up that ankle, Emil," John said. We got Emil laid out and got some bandages and was ready to bind up his ankle, when I noticed he was dozing off, so we let him lay.

"Looks like the applejack caught up to him, John," I said.

John and I fixed up a lunch with some balony and stuff in the ice box and waited for the old boy to come to.

John was never one to waste time, as the members know. He started right in on me. "How is Emil fixed on two-year honeysuckle, I could use a few hundred," he said.

"We're short," I said. It dont pay to be too agreeable with John until you see how the ground lays. Always play hard to get until you can feel him out a little.

"I got a choice block of Swamp Maple ready for the market. I could let you have some of them in trade. These are dandies, all number one," John said.

"What do you mean number one, since when did you start grading maples by number, John?", I said.

"What I mean is they are ace high for quality, and for size they vary from four feet up to 3-inch. I'll put them in just as they run in the nursery; the biggest ones will run three-inch easy," John said.

"How many will run three-inch?", I said. John said, "By fall there should be four or five in every hundred will make it. It depends on the weather this summer how they make up."

"I wouldnt give you a plugged nickle for a whole nursery full of swamp maple, John. If they dont die in the nursery, they die just as soon as the customer gets them," I said.

John consulted his little book. "I got a block of Lady Luck Gooseberries I might let go," John said.

"Lady Luck?", I said. "I never heard of that variety. Is that some name you dreamed up yourself?" Thats an old trick of Johns, trying to pawn off any old thing under a fancy name.

"Thats a new variety, personally guaranteed to be the best on the market," John said.

"That ought to make em real good. Counting them we replaced from last year, we didnt sell more than fifteen gooseberries all year. I wouldnt clutter up the place with gooseberries," I said.

"Well, lets see," said John, thumbing thru his book. "What about some Butterfly Bushes, Chas.? Thats a big

[Continued on page 54]

# Make **FLOC-FLO** YOUR Headquarters for **EVERY FLOCKING NEED**

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All along the distribution line, everybody profits big when dealing with Floc-Flo! We originated ornamental-tree flocking, so we've had more experience with flocking machines and supplies than any manufacturer in the country! We know how to produce better for less... and pass these savings directly on to you! Compare our prices... compare our quality... compare our service... and you'll deal with FLOC-FLO, the leader!

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Each payment \$62.00, including interest and carrying charge. You decide the schedule.

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	5 lbs.	25 lbs.	50 lbs.
White	lb. .80	lb. .70	lb. .60
Ice Blue	lb. .84	lb. .74	lb. .64
Chilly Pink	lb. .84	lb. .74	lb. .64

### WHITE RAYON FLOCK: (Fire Retardant)

5 lb. Bag or Box	\$ 6.25 each
10 lb. Bag or Box	10.00 each
25 lb. Bag	.80 per lb.
50 lbs. or over	.70 per lb.

### COLOR RAYON FLOCK: (Fire Retardant)

5 lb. Bag or Box	\$ 7.00 each
10 lb. Bag or Box	12.00 each
25 lb. Bag	.90 per lb.
50 lbs. or over	.80 per lb.

Colors: Red, Pink, Black, Chartreuse, Baby Blue, Turquoise, Christmas Green.

### WHITE CELLULOSE FLOCK: (Fire Retardant)

25 lbs.	.40 per lb.
50 lbs.	.35 per lb.
100 lbs.	.29 per lb.
250 lbs.	.25 per lb.
500 lbs.	.23 per lb.
1,000 lbs.	.22 per lb.
2,000 lbs. or more	.20 per lb.

### WHITE COTTON FLOCK

25 lb. Bag	.65 per lb.
50 lbs. to 250 lbs.	.55 per lb.
251 lbs. to 999 lbs.	.35 per lb.
1,000 lbs. and up	.31 per lb.

### QUALITY FLOCKING GUNS

PGB-503, "DeVilbiss" Flock Spray Gun complete with 1 quart aluminum cup	\$4.00
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### JACK FROST SPARKLES

10 lbs.	30 per lb.
25 lbs.	25 per lb.
50 lbs. or more	20 per lb.

### GLASS TINSEL & GLITTER

	COLORS*	GOLD	SILVER
1 lb.	\$1.00 lb.	\$1.00 lb.	.90 lb.
5 lbs.	.90 lb.	.90 lb.	.85 lb.

\*Colors: Red, Green, Blue, Light Blue, Purple, Cerise, Copper, Pink, Multi-Color, Chartreuse, Black.

### ALUMINUM GLITTER

	COLORS*	GOLD	SILVER
1 lb.	\$1.75 lb.	\$1.75 lb.	\$1.75 lb.
5 lbs.	1.65 lb.	1.65 lb.	1.65 lb.

\*Colors: Red, Green, Blue, Multi-Color.

### GOLD & SILVER STARS

For highlighting flocked trees and centerpieces. PER LB. \$5.00

### FLAME STOP FIRE PROOFING AGENT

Per tree cost 5 cents per foot—sells for 25 cents per foot to your customer. Helps your green tree sales. Every order includes FREE Spray Unit for applying.

1.50 Per Gal.	50 Gal. Drums
2.00 Per Gal.	30 Gal. Drums

### PERMANENT FLOCKING ADHESIVE

5 gallon lots	\$3.65 per gallon
50 gallon lots	2.65 per gallon

### SNO STICK ADHESIVE—Flame Resistant

CONCENTRATED—NON DISCOLORING	
May be thinned 2 1/2 to 1 with water.	
1.50 Per Gal.	50 Gal. Drums
2.00 Per Gal.	30 Gal. Drums
2.50 Per Gal.	5 Gal. Drums

### 2 GALLON ADHESIVE TANK

Allows non-stop flocking—no time wasted while filling cup or spray gun...EACH, \$39.50

### HOSE for AIR or ADHESIVE

15 ft. with 1/4" fittings. High pressure quality...EACH, \$5.25

### ADHESIVE GUNS

**TYPE P-JGA.** Light weight, compact gun with internal mix type nozzle combinations best suited to heavier, slower drying materials. EACH, \$46.00  
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### PORTABLE AIR COMPRESSORS

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1 H.P.	312.00 each

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Makes 3 revolutions per minute. 18" table top. 150 lb. capacity. Grey finish. Enables you to get an even coat of flock on all sides of the tree. EACH, \$36.50



LIMITED QUANTITY of 4, 6 and 7 ft. METAL TREES! Ideal for flocking. ASK FOR OUR LOW PRICES!

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54" width x 7 ft. long @ 50c each in 50 bag lots.	55c each—less than standard pack.
30" width x 3 ft. long @ 35c each in 50 bag lots.	40c each—less than standard pack.
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26 Inch Christmas TREE STANDS as low as 35c each

The most revolutionary on the market... takes just 2 minutes to mount a tree. Trade-tested and proved to be the best! Competitively priced!

36 stands	\$7.20 Doz.
37 to 108	6.00 Doz.
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Long Life—Strength—Coloring

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1/2 to 12-in. cal.

Beech, Ash, Red Maple, Red

Oak, Birch and Shadblow

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COOPERSTOWN, N. Y.

## TAXUS CAPITATA

These are heavy specimens.

	Each
18 to 24 ins. ....	\$4.00
2 to 2½ ft. ....	5.00
2½ to 3 ft. ....	6.00
3 to 3½ ft. ....	7.25

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R. D. 5 Greenville, Pa.  
Phone: JUNiper 8-7620

seller. I could let you have a thousand on a trade. They are all the best, dandies. They are choice mixed, all number 2 and number 3. They sell like peanuts at the circus."

"Maybe they sell someplace, but we cant give em away. I wouldnt take em for a gift," I said.

"Well now, Chas., how many honeysuckles would you let me have if I paid cash for them?" John said. "That is if Emil dont want some fancy #1 rhubarb. I got hold of 5000 Sunset red variety, better than Ruby."

"I never heard of it. The last batch you sold Emil turned out to be plain old green variety, of which we have a mess on hand that we cant give away. You better not mention rhubarb to Emil. He is awful touchy on that deal," I said.

Emil started to wake up and squirm around a little. "What time is it?" he said.

"Its about 4:30; time to feed Victoria I guess," I said.

Emil said, "John how would you like to have some ham hocks and sauer kraut; I got a great hankering for some. This is Thursday, Chas. You call up Steamboat Fultons place and see if he aint got that for lunch today and then you go down and get a batch. You can stay for supper cant you, John?" Emil said.

Sure enough, Steamboat had em on the menu, so I drove down town and brought home a big kettle full and set em on the table. We all ate hearty and Emil said he felt better.

I dont know how long John stayed with Emil as I went home about seven o'clock. Next morning Emil was over to the office when I got to work. He had his cane, the one he got years ago when the convention was in Milwaukee. Outside of dragging one foot he looked as good as ever.

"How did you come out with John?" I said. "You didnt make any trades, did you?"

"I got rid of that scrawney block of two-year honeysuckle we got out there in back of the windmill. They are full of quack grass and Canada thistles and there is an awful lot of runts that didnt make up for some reason. They was supposed to be red, and most are off white. John took em row run," Emil said. "They wasnt no good to sell to the regular trade."

"Did he see them?" I said.

"No. John said my word was good with him. He has got em sold anyway," Emil said.

"Was it a cash deal?" I said.

"Better than cash," Emil said. "John claims there is a real big heavy

## PYRACANTHA LALANDI

5-qt. oil can, staked.

	Each	Each	Each
	Per 10	Per 50	Per 100
18 to 24 ins. ....	\$1.50	\$1.25	\$1.00

## TAXUS CUSPIDATA

Heavy rooted, sheared. Per 25

	Per 10 or more	Per 25 or more
8 to 12 ins. ....	\$2.00	\$1.75
12 to 18 ins. ....	2.75	2.50
18 to 24 ins. ....	4.00	3.75
24 to 30 ins. ....	6.50	6.25

## AMERICAN ARBORVITAE

Heavy sheared. Per 50

	Per 10	Per 25 or more
3 to 4 ft. ....	\$3.25	\$3.00
4 to 5 ft. ....	4.25	4.00

## BERBERIS JULIANAE

(Wintergreen Barberry) Per 25

	Per 10	Per 25 or more
15 to 18 ins. ....	\$2.75	\$2.50
24 to 30 ins. ....	4.25	...

## HEMLOCK

(Tsuga canadensis)

Heavy, sheared specimens, 8 to 10 ft.

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(Cornus florida)

White and Pink Dogwood, well branched, in large sizes.

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Taxus capitata, 2-yr., S.

Taxus, transplants, 2 to 4 yrs.

Boston Ivy, 1-yr., S.

Red Barberry, 2-yr., S.

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The popularity of this plant is ever increasing, creating a demand that only few nurseries can supply. The plant sells on sight and its extensive use at flower shows increases the desire of plant lovers for it. It transplants easily, will grow in sun or shade and is attractive at all seasons.

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The plants can be moved into beds now and these plants often make three growths a year—so that you soon have a beautiful salable Pieris. They are incomparable for an evergreen planting. Our grading is very liberal. Dug with small balls of earth.

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4 to 6 ins., T. ....	\$15.00
6 to 8 ins., T. ....	20.00

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### HOLLIES

American - English - Oriental

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### HOLLY HILL FARMS

Earleville, Md.

demand for mixed Butterfly Bushes. I figure to have a special sale on them in the spring."

### WORLD DEMAND UP FOR DUTCH BULBS

World demand for Dutch flower bulbs this fall is "straining every acre" under cultivation in the Netherlands industry, Gustave Springer, American representative of the Associated Bulb Growers of Holland, stated recently.

The sharp increase in bulb orders is attributed to general prosperity, especially in such European countries as England, France and West Germany. Prior to this year, bulb imports in England were restricted by quota. With the removal of bulbs from the quota list late in 1959, English demand for Dutch flower bulbs has jumped to the extent of more than 10 per cent.

Mr. Springer explained that the heavy demand for bulbs will not affect United States bulb orders. All orders placed are being delivered, and adequate supplies are ready for distribution to consumers through normal garden supply retailer channels this fall. However, it will be difficult for retailers to order additional bulbs this season, once they run out. Dutch exporters would be required to pay 20 to 30 per cent above normal bulb prices on the inland market in Holland to obtain additional bulbs to be sold at retail this fall.

The Dutch bulb industry has already taken steps to assure an adequate bulb supply for 1961. A 10 per cent increase in tulip and hyacinth acreage, added to increased tulip acreage effected during the past two years, should assure adequate bulb supplies for 1961.

STATEMENT of the ownership, management and circulation required by the act of Congress of August 24, 1912, as amended by the acts of March 3, 1933, and July 2, 1946, of American Nurseryman, published twice monthly at Chicago, Ill., for October 1, 1960.

1. The names and addresses of the publisher, editor, managing editor and business managers are: Publisher, F. R. Kilner, 343 S. Dearborn St., Chicago 4; Editor, F. R. Kilner, 343 S. Dearborn St.; Managing Editor, F. H. Kilner, 343 S. Dearborn St.; Business Manager, F. H. Kilner, 343 S. Dearborn St.

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3. The known bondholders, mortgagees and other security holders owning or holding one per cent or more of total amount of bonds, mortgages or other securities are: None.

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5. The average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the 12 months preceding the date shown above was 9375.

(Signed) F. H. Kilner, Business Manager.

Sworn to and subscribed before me this 8th day of September, 1960.

Robert W. Lynn, Notary Public  
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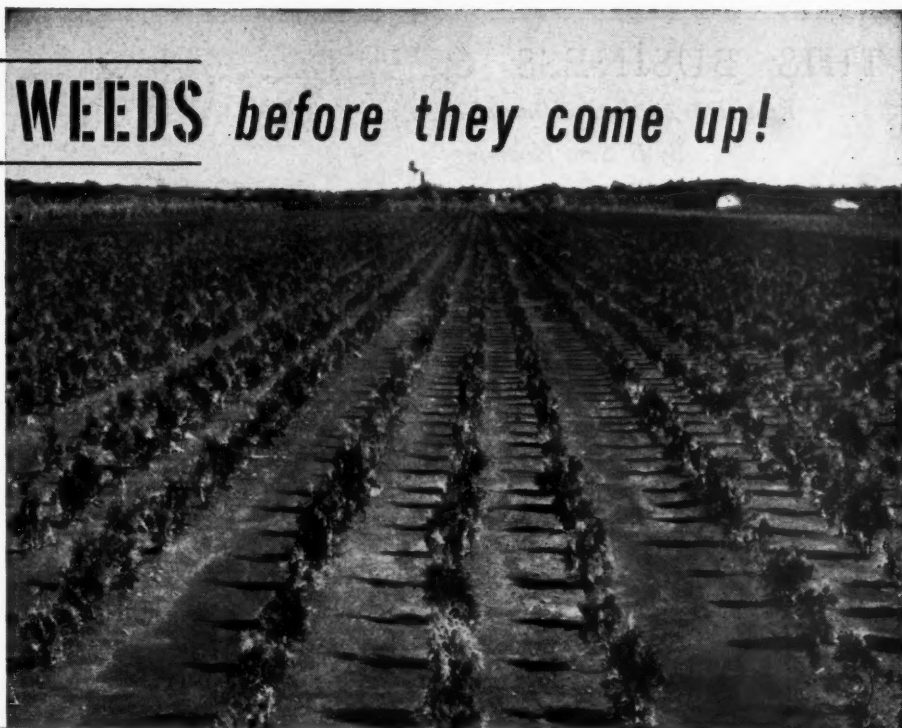
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## THIS BUSINESS OF OURS

*Reflections on the Problems of Nurserymen*

*By E. Sam Hemming*

### PLASTIC STOPS WEEDS

A creative client of mine has used a novel way of keeping weeds from a newly constructed patio. Before laying the gravel and stepping stones he put in a layer of polyethylene. He also put in salt when there was no danger that it would come near the plants. The plastic seems to be working well; there were no weeds coming up, even near the plants. I looked for indications of drainage troubles, but there seemed to be none.

The use of polyethylene would seem to be profitable in similar situations, such as brick walks laid in sand, stepping-stone paths, gravel walks, terraces formed without the use of mortar and many other places.

The plastic should be laid several inches below the surface, and is not difficult to install.

The same material is also being suggested as a mulch, not only for crops, but as a circle around newly transplanted trees. This material seems to be ideal for this purpose. I notice that black is suggested for surface use. It might be worth trying it an inch or two below the surface so that a layer of soil would show. The plastic would still keep in soil moisture and kill weeds. The thin layer of soil would not support weeds, and there would be less danger of the plastic's being torn loose by a mower or other mechanical means. The use of such a mulch would be excellent for trees along lanes and long driveways, which give nurserymen so much trouble, because few customers have facilities to water trees in these positions. I believe this will be worth trying.

### DRAINAGE PROBLEMS

Landscape nurserymen seem to have more trouble than in the past with drainage around the modern home and the resultant plant loss. I sometimes wonder if the modern architect knows what a catch basin is.

One reason for this trouble, found even around the more expensive house, is in the house design itself. There is a widespread tendency to terminate spouting at the base of the house rather than take it away underground. Many surface measures

are taken to disperse the water, all of which seem to be bad for plants. Another fault is that the modern house, when set on a flat lot, not only hugs the ground, but is given no elevation for natural drainage. The wide eaves often complicate matters by causing alternating conditions that are too wet or too dry.

A third fault lies in the dependency on the bulldozer and machine grader for grading. The bulldozer not only packs the soil so that seepage is hindered, but also, though an efficient and inexpensive tool, it is not a subtle one, and the fine art of good grading is a craft that only long experience can perform. I suppose much of the cause of the trouble is economic. The

installation of catch basins and connected drains is expensive and the homeowners do not realize how important they are to plants, landscaping and gardens.

Recently my firm did the planting for a modern high school. The spoutings that brought the water down from the several-acre roof were six inches in diameter. They were carried away from the building a few feet and turned loose on the grass. The landscaping suffered as a result.

Another method used by some architects and homeowners is a brick "splasher" laid under the roof to catch the drip in lieu of spouting. This, too, is hard on plants. It might benefit nurserymen if they made these objections known to architects.

WEST END NURSERY, San Rafael, Calif., marked its 51st anniversary recently with a week-end open house celebration. The firm is said to be the oldest nursery in Marin county.



### LINING-OUT STOCK HARDY ORNAMENTALS

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**Red Barberry**  
2-yr., heavy, row-run  
4-yr., T., 12 to 18 ins.

**Evergreen Bittersweet**, 9 to 12 ins.

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outdates all others

Already the word is getting around the trade that Cellusuede has something new—a "best seller" that's going to bring in more customers than any other advancement in flocking. Here, after rigorous testing, is Cellusuede Aqua-Spray Floral Flock with its own adhesive "strength," needing only water for application.

With Aqua-Spray Floral Flock you'll sell more trees and wreaths, as well as other floral pieces and decorations throughout the year. And with these dazzling, rich and vibrant colors that stay fresh after other flocks fade and discolor, you'll keep customers satisfied and loyal.

Be specific... ask for the newest and best... genuine Cellusuede Aqua-Spray Rayon Floral Flock. Order Today, Avoid Costly Delays. AVAILABLE FROM CELLUSUEDE PRODUCTS, INC., AND LEADING REPRESENTATIVES LISTED BELOW.



AVAILABLE IN  
3 DAZZLING  
COLORS

"White Sno"  
"Pale Pink"  
"Icy Blue"

All 3 are Completely  
Flame-Proof

## REPRESENTATIVES

S. L. Abbot Company  
4555 District Blvd.  
Los Angeles 58, Calif.  
Phone: LUdlow 9-6211

Lloyd C. Thiel  
19737 James Couzens Hwy.  
Detroit 35, Mich.  
Phone: BRoadway 3-0802

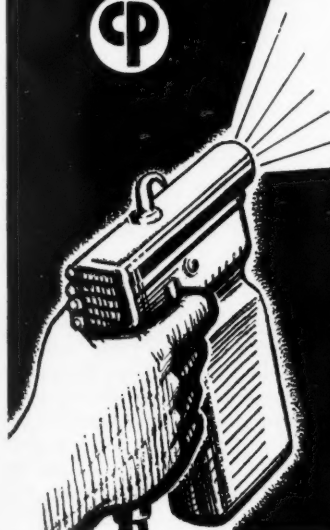
Butler Paper Co., Inc.  
400 Eighth Ave.  
New York, N.Y.  
Phone: LOngacre 4-8178

# Cellusuede's AMAZING AQUA-SPRAY RAYON FLORAL FLOCK

Just spray it on—it has its own built-in adhesive material that requires only water for application

- USE FOR ● CHRISTMAS TREES  
● WREATHS  
● ALL KINDS OF FLORAL PIECES

You'll save money in application costs because Cellusuede Aqua-Spray Floral Flock is quick and easy to apply uniformly and without waste. It has been developed and processed to flow freely and will not stick or clog in flocking equipment.



## Cellusuede Products, Inc.

516 North Madison Street • Rockford, Illinois

Gentlemen:

Please send me samples and prices postpaid on your new Cellusuede Aqua-Spray Rayon Floral Flock. I understand there is no obligation.

Name.....

Street Address.....

City.....Zone....State.....



## QUALITY SEEDLINGS-TRANSPLANTED LINERS

Fall, 1960—Spring, 1961

	50 or more	500 or more per 1000	5000 or more per 1000
<i>Taxus cuspidata capitata</i> (Upright Yew), seed-grown			
X, 10 to 14 ins. ....	\$30.00	\$225.00	\$210.00
X, 6 to 10 ins. ....	22.50	165.00	150.00
(3-0), 4 to 8 ins. ....	9.00	75.00	65.00
<i>Taxus</i> , 3-yr. T.			
Media hicksi, 10 to 12 ins. ....	45.00	400.00	....
Media hatfieldi, 10 to 12 ins. ....	45.00	400.00	....
Media browni, 6 to 8 ins. ....	45.00	400.00	....
Densiformis, 6 to 8 ins. ....	45.00	400.00	....
<i>Plutzer Juniper</i>			
X, 8 to 10 ins. ....	35.00	....	....
<i>Colorado Blue Spruce</i>			
XX, 10 to 15 ins. ....	65.00	600.00	....
X, 10 to 14 ins. ....	18.00	135.00	125.00
X, 6 to 10 ins. ....	12.00	90.00	85.00
(3-1), 6 to 12 ins. ....	10.00	65.00	60.00
(3-0), 3 to 6 ins. ....	6.00	24.00	22.00
(3-0), 6 to 10 ins. ....	7.50	32.00	30.00
<i>White Spruce</i>			
(3-0), 5 to 10 ins. ....	7.00	30.00	28.00
<i>Black Hills Spruce</i>			
(3-1), 5 to 10 ins. ....	10.00	60.00	....
(3-0), 3 to 6 ins. ....	6.00	24.00	22.00
(3-0), 6 to 10 ins. ....	7.00	30.00	28.00
<i>Norway Spruce</i>			
X, 8 to 12 ins. ....	12.00	90.00	85.00
(3-1), 6 to 12 ins. ....	10.00	65.00	60.00
Understocks, 5/16-in. cal. and up	12.00	75.00	....
(3-0), 3 to 6 ins. ....	6.00	24.00	22.00
(3-0), 6 to 10 ins. ....	7.00	30.00	28.00
<i>Ponderosa Pine</i>			
X, 12 to 15 ins. ....	10.00	60.00	....
X, 8 to 12 ins. ....	8.00	45.00	40.00
<i>Austrian Pine</i>			
X, 10 to 15 ins. ....	10.00	55.00	....
X, 6 to 10 ins. ....	8.00	40.00	38.00
<i>White Pine</i>			
XX, 12 to 15 ins. ....	35.00	....	....
<i>Norway Pine</i>			
XX, 15 to 18 ins. ....	40.00	....	....
XX, 12 to 15 ins. ....	30.00	....	....
<i>Riga Scotch Pine (Poland)</i>			
XX, 15 to 18 ins. ....	40.00	....	....
XX, 12 to 15 ins. ....	30.00	....	....
<i>Scotch Pine, Auvergne</i>			
XX, 15 to 18 ins. ....	40.00	....	....
XX, 12 to 15 ins. ....	30.00	....	....
(2-1), 3 to 6 ins. ....	8.00	32.00	28.00
(3-0), 10 to 16 ins. ....	6.00	26.00	22.00
(3-0), 6 to 16 ins. ....	6.00	23.00	19.00
(3-0), 6 to 10 ins. ....	6.00	20.00	16.00
<i>Douglas Fir (Taxifolia glauca)</i>			
(2-1), 5 to 10 ins. ....	8.00	35.00	32.50
(3-0), 8 to 12 ins. ....	8.00	35.00	32.50
(3-0), 4 to 12 ins. ....	7.00	30.00	27.50
(3-0), 4 to 8 ins. ....	6.00	27.50	25.00

Illustrated list sent on request. Samples of transplant sizes at 100 rate; seedlings no charge.  
Order minimum \$10.00, transplants 10, seedlings 50.

### CHRISTMAS TREES

We invite you to see the Scotch Pines growing on our farms, to be selected and shipped this year. Sheared, shaped, conditioned and will be well-handled for profitable sale on your lot.  
See them soon. Be assured you will have quality stock when you want it.

### MATTHEWS NURSERY

Harbor Springs, Mich.  
Telephones: 123 or 732

### Specimen Landscape Materials Our Specialty ... TAXUS



### W. A. NATORP CO.

4400 READING ROAD  
CINCINNATI 29, OHIO

Visit our nurseries when in Cincinnati



### VANS HAS THEM!

Everygreen seedlings, transplants and Christmas trees. Top quality, wide variety, competitive prices. Free catalog.

Address A. N. Van

VANS PINES West Olive, Mich.

## Summer Trade Turns Brisk With Tree Sale

By L. L. Kumlien

Kumlien Nursery, Janesville, Wis.

The promotion experience related here may be of interest to small operators who wish to pep up summer selling. We were faced with lagging summer sales and dog days of selling and decided to do something about it by featuring a tree sale.

In our community there is a growing loss of elms, due to Dutch elm disease, and there are also many new homes without trees. We are one of the smaller nurseries, doing a strictly local business within a radius of 30 miles.

We have neither a garden shop nor storage facilities and use no printed price list. We "adjusted" our prices and then made up mimeographed sheets showing about 20 varieties of shade trees and offering a discount of 10 per cent for immediate cash, with delivery in October. We also had a price for planting, ranging from \$5 to \$10 per tree, and a price for balling, if customers wished immediate delivery. Prices generally ran from \$18 to \$40 per tree; some trees were less and some higher than that range.

We had about 1,200 trees in various sizes which were ready to sell. These trees were at a nursery about three miles from our main office and nursery, but which had no sales building. We moved over a garden house, put up a sign and started advertising.

### Advertising Program

For a week we ran small 2-inch ads telling customers to watch for our sale. Several of these ads appeared in each issue of the newspaper. The day before the sale started we used a half-page ad, and this was followed by a smaller one halfway through the sale period. We were open from noon to 8 p. m. Many persons came in the evening.

The half-page ad used just prior to the sale was 7½x15½ inches, with a heading "Shade Tree Sale" in large, bold type beside an illustration of a nursery row of 10-foot pyramidal Norway maples, priced at \$24 each. The date of the sale was given below the heading, and then appeared the main suggestion, that

**For the Legitimate Nurseryman**  
**Here's the best practical answer**  
**To cut-rate chain-merchandising**

# A HEALTHY, THRIVING PLANT GROWING IN A STURDY *Cloverset* Pot

**DEVELOPED** 30 years ago to combat cut-rate competition during depression days, the CLOVERSET POT is still the nurseryman's best answer to chain store merchandising. Why worry about meeting price competition? You can make more money selling the quality-conscious market we can assure you still exists.

**MAKE MORE MONEY—SELL QUALITY.** A thriving plant properly planted by a professional nurseryman, growing in its own Cloverset Pot, not only makes an attractive display, but you can safely stake your own reputation on its satisfaction to the customer . . . something your price-cutting chain store competitors find it difficult to do. CLOVERSET pots make your quality story believable, your customers easy to convince they're getting the finest.

**INCREASE CASH-AND-CARRY BUSINESS.** Your customers will find mass displays of CLOVERSET potted plants so beautiful, so convenient to select from, the plants so easy to handle, they'll simply be unable to resist those extra purchases. Profitable cash-and-carry business should increase from the day you start using CLOVERSET pots.

## PLAN NOW for Extra Profits This Spring!

Don't put it off! Decide to make more money this year. Just any old disposable pot won't do this merchandising job . . . there's more to it than that **FOR COMPLETE INFORMATION FREE, send the coupon.**

**SIZES FOR EVERY NEED:** Roses, Perennials, Shrubs and Young Trees.

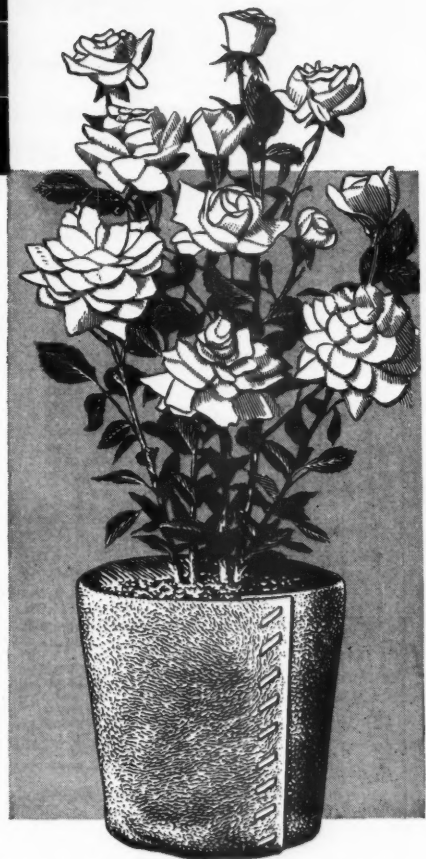
Size	Height	Top Diam.	Nearest Clay Pot	No. in Carton	WEIGHT Per 1000	F.O.B. Kansas City		Cloverset Pot Prices
						Per 100	Per 1000	
No. 0	5½ ins.	5 ins.	6 ins.	200	210 lbs.	\$4.25	\$40.00	
No. 1	6½ ins.	6 ins.	7 ins.	100	340 lbs.	5.25	50.00	
No. 2	9½ ins.	7 ins.	8 ins.	100	535 lbs.	5.75	55.00	
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	6.25	60.00	
No. 4	13 ins.	12 ins.	....	25	Per 100	25 pots, \$7.70; 50 pots, \$14.60; 75, \$21.75; 100, \$26.15; 1000, \$231.00.		
					133 lbs.			
							F.O.B. Kansas City.	

**SEND THIS COUPON** for a sample set of Cloverset Pots

☐ I enclose 50c; send sample set of Cloverset pots (limit, one set).

☐ Send information **FREE** on how to use Cloverset pots for greater profits!

NAME .....  
 FIRM .....  
 ADDRESS .....  
 CITY..... ZONE...STATE....



## HERE'S WHY CLOVERSET POTS ARE SUPERIOR TO OTHERS ...

- 1 Lasts a full year or more in the sales frame.
- 2 Contains roots safely within the soil ball; permits transplanting any time.
- 3 Has adequate bottom opening for good drainage without waterlogging; no gravel necessary.
- 4 Rests on wide bottom; no blowing over in the frames.
- 5 Available in sizes to accommodate stock of any salable size.
- 6 Is neat and uniform in appearance, an asset to the sales area.
- 7 Tough enough to permit easy handling in potting shed and frame.
- 8 Easy for customers to remove—at once, a week later or even a month after they take stock home.
- 9 Lightweight (but with all these qualities) to save on freight costs.
- 10 . . . and sufficiently low priced so that it may be given away with the plant.



Dept. AN 100,  
 10550 Wornall Rd.  
 Kansas City 14, Mo.

# LINING-OUT STOCK

## Fall, 1960 — Spring, 1961

Field Grown to Obtain Heavy-Calipered, Straight Seedlings

### ORNAMENTAL AND SHADE TREE SEEDLINGS

ASH, Green			OAK, Pin		
	100	1000		100	1000
6 to 12 ins.	\$ 1.80	\$ 15.00	6 to 12 ins.	\$ 6.00	\$ 55.00
12 to 18 ins.	2.60	22.00	12 to 18 ins.	8.00	75.00
18 to 24 ins.	3.50	30.00	18 to 24 ins.	12.00	100.00
2 to 3 ft.	4.50	40.00	2 to 3 ft.	17.00	140.00
<b>CATALPA speciosa</b>			3 to 4 ft., whips and		
6 to 12 ins.	1.80	15.00	lightly br.	22.00	180.00
12 to 18 ins.	2.60	22.00	4 to 5 ft., whips and		
18 to 24 ins.	3.50	30.00	lightly br.	28.00	240.00
2 to 3 ft.	4.50	40.00	*4 to 5 ft.	75.00	
3 to 4 ft.	5.50	50.00	*Well-branched, straight, good for cash		
<b>ELM, Chinese</b>			sales.		
6 to 12 ins.	1.80	15.00	<b>OAK, Red</b>		
12 to 18 ins.	2.60	22.00	6 to 12 ins.	6.50	60.00
18 to 24 ins.	3.50	30.00	12 to 18 ins.	9.00	80.00
2 to 3 ft.	4.50	40.00	18 to 24 ins.	12.00	100.00
3 to 4 ft.	7.50	65.00	2 to 3 ft.	17.00	140.00
<b>HACKBERRY (Celtis occidentalis)</b>			<b>OAK, Yellow Chestnut</b>		
6 to 12 ins.	1.80	15.00	6 to 12 ins.	9.00	80.00
12 to 18 ins.	2.90	25.00	12 to 18 ins.	12.00	100.00
18 to 24 ins.	4.50	40.00	18 to 24 ins.	17.00	140.00
2 to 3 ft.	7.00	60.00	<b>PRUNUS besseyi</b>		
<b>HONEY LOCUST, Thornless</b>			6 to 12 ins.	2.50	22.00
6 to 12 ins.	1.90	16.00	12 to 18 ins.	3.50	30.00
12 to 18 ins.	2.60	22.00	18 to 24 ins.	5.50	50.00
18 to 24 ins.	3.80	33.00	2 to 3 ft.	8.00	75.00
2 to 3 ft.	5.00	45.00	<b>ROSA multiflora</b>		
3 to 4 ft.	8.50	75.00	1/4-in. cal. and up	5.00	45.00
4 to 5 ft.	14.00	120.00	3/16 to 1/4-in. cal.	4.00	35.00
3/16 to 1/4-in. cal. for			3/16 to 3/16-in. cal.	2.70	22.00
budding understock		27.00	<b>ROSA wichuriana</b>		
<b>KOHLREUTERIA paniculata</b>			6 to 8 in.	7.00	50.00
9 to 12 ins.	9.00	80.00	8 to 12 ins.	9.00	60.00
12 to 18 ins.	12.00	100.00	<b>RUSSIAN OLIVE</b>		
<b>LIQUIDAMBAR styraciflua</b>			6 to 12 ins.	2.20	20.00
6 to 12 ins.	10.00	70.00	12 to 18 ins.	3.30	30.00
12 to 18 ins.	12.00	100.00	18 to 24 ins.	5.00	45.00
<b>MAPLE, Silver</b>			2 to 3 ft.	7.50	65.00
6 to 12 ins.	2.40	20.00	3 to 4 ft.	8.50	80.00
12 to 18 ins.	3.20	28.00	<b>VIBURNUM dentatum</b>		
18 to 24 ins.	4.50	40.00	6 to 9 ins.	7.00	65.00
2 to 3 ft.	7.00	60.00	9 to 12 ins.	8.50	80.00
3 to 4 ft.	10.00	90.00	12 to 18 ins.	12.00	100.00
4 to 5 ft., whips and			18 to 24 ins.	16.00	140.00
lightly br.	16.00	140.00			
5 to 6 ft., whips and					
lightly br.	20.00	175.00			
6 to 8 ft., whips and					
lightly br.	25.00				
*5 to 6 ft.	50.00				
*6 to 8 ft.	75.00				
*Well-branched, straight, good for cash					
sales.					
<b>RUSSIAN MULBERRY</b>					
6 to 12 ins.	1.80	15.00			
12 to 18 ins.	2.60	22.00			
18 to 24 ins.	3.50	30.00			
2 to 3 ft.	4.50	40.00			
3 to 4 ft.	5.50	50.00			
<b>OAK, Burr</b>					
6 to 12 ins.	5.50	50.00			
12 to 18 ins.	8.00	75.00			
18 to 24 ins.	12.00	100.00			
4 to 5 ft.	28.00	240.00			
5 to 6 ft.	35.00	300.00			

## J. H. SKINNER & CO. NURSERY

Topeka, Kan.

Mail Address: P. O. Box 150, North Topeka, Kan.



### WE GROW MILLIONS OF CHRISTMAS TREES

Low, low prices on beautiful plantation-grown cut SCOTCH, AUSTRIAN and RED PINE trees. Extra bushy and real nice color. Prices start at 50¢ each in carload lots. Loaded near Cadillac, Mich.

**SPECIAL**—Rich, luxurious roping. A strong pine roping that holds its shape and eye-catching beauty all season long. Large quantities available, wholesale prices.

Write for complete price list.

**WALTON KING & SONS**  
P. O. Box 448 Mt. Clemens, Mich.

## ROSES

Quality and Service

**MENTOR  
ROSE GROWERS, INC.**  
445 Little Mountain Rd.  
Mentor, Ohio

### BEGINNING IN THE NURSERY BUSINESS

By John J. Pinney. 64 p. (1958). \$1.00.  
American Nurseryman Chicago 4, Ill.

readers pick out their own trees in the nursery field. The details of the sale merchandise, as shown in a box, specified trees eight to 14 feet high, fully branched, guaranteed to grow and in 15 varieties. Delivery choices were for October, when trees would be dormant; immediately, with trees in full leaf, and B&B at small added cost. The published price range was \$15 to \$18; a discount for cash and a requirement of one-fourth down on a charge basis were optional plans given.

Customers were urged to visit the nursery fields and obtain the assistance of trained employees there. The hours for receiving service and directions for reaching the nursery were shown clearly in another boxed space. Concluding the copy was a small portrait of "Bud" Kumlien and a statement about the need of replacing elms in the area and the desirability of adding trees to new home grounds. A broad guarantee against loss of trees due to transplanting or failure to grow after planting was given. Firm name and telephone number closed the ad.

We operate in a town of 35,000 population, and the local newspaper circulates only in the territory we usually cover. We also used a daily newspaper in a nearby city of about the same size as our home city. These two papers carried all the advertising we used, at a total cost of about \$200. The sale ran for 10 days, from August 12 to 22, and there were two days of heavy rain in the period.

### Results Pleasing

During the sale we tagged and sold about 250 trees, and, surprisingly, almost all the orders were for cash, with an average of about \$40 per order. In addition, we sold several evergreen orders and received inquiries for five or six good landscape jobs. On the whole, we were surprised and pleased with results of this summer off-season sale.

People subsequently inquired when we were going to have an evergreen sale, which we had planned for September.

The idea of a sale seems to stimulate business, giving customers an extra push to get going. Whether the sale represents any actual reduction in price seems to be of little importance. It is much easier to sell a tree in full leaf than in the season when it is leafless.

ROSCOE ASH, Ash Nursery, Carthage, Tex., presented a discussion of landscaping fundamentals at a recent meeting of the Tatum Gardent Club, Tatum, Tex.



# EVERYTHING YOU NEED TO FLOCK 100 TREES

HERE IT IS — THE BIGGEST  
BARGAIN IN PROFESSIONAL  
FLOCKING MACHINES

## THE FLOCK GIANT

and

Everything you need to flock 100  
six-foot trees.

LOOK WHAT  
YOU GET FOR

**\$425.00**

	Per Pound	Value	Your Cost
1 Flock-Giant Machine, capable of flocking 100 six-foot trees in 10 hours. The finest profes- sional flocking machine made.....		\$425.00	\$425.00
FIRE-RETARDANT FLOCK			
250 lbs. of White Sno-Floc. Fluffy, lacy, pure white flock .....	\$0.30	75.00	You
25 lbs. of Dusty-Pink Sno-Floc. Rosy, decorative, holiday pink. .50		12.50	GET
25 lbs. of Ice-Blue Sno-Floc. A cool, frosty blue .....	.50	12.50	ALL
50 lbs. of New Stik-Tite Powdered Adhesive. Makes 62½ gallons of the finest liquid flocking ad- hesive that money can buy ...	1.75	87.50	OF
50 lbs. of Sparkles. The magic frost for holiday glamour ....	.30	15.00	THIS
1 Complete Flocked Tree Adver- tising Portfolio, including an entire promotion plan with 7 photographs and 7 ad mats .....		175.00	FREE!

If you could buy these items sepa-  
rately, you'd pay \$802.50.  
But you pay only \$425.00

YOU SAVE  
**\$377.50!**

## THIS IS FLOCK-GIANT

... a real laborsaving machine that  
saves you time as it saves you money!  
It's a powerhouse ... flocks a rich-  
looking 6-foot tree in 6 minutes and  
maintains a steady, constant production  
of 10 to 12 trees per hour, day in and  
day out! Changes colors in 30 seconds—  
easy to operate—slashes costs by con-  
trolling consumption of flock. Sturdy!  
Complete—requires no outside air. No  
accessories to buy!

**FREE:** Send for  
8-page Inform-  
ative Booklet  
on Flocking!

## TRIPLE YOUR SALES WITH OUR MAGI-COLOR SPOTLITE

With Revolving Lens

Making 5.6 R.P.M., it bathes your tree in  
ever-changing color (red, green and blue).  
Helped build \$45,000 in sales for one flocker  
in Milwaukee.

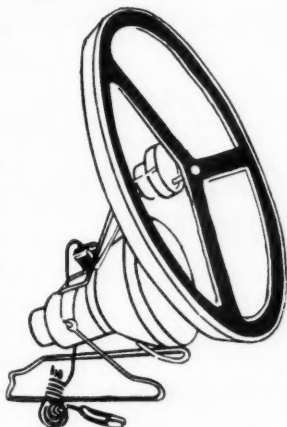
Indoor lampholder has Universal adjust-  
ment, 6-ft. cord. Powered by UL-approved,  
gear-driven, 110 volt AC, 60-cycle, 3-watt  
electric motor.

For Dynamic Display—use several Magi-  
Color Spotlights! They'll triple your sales!

Regularly \$8.95

**JUST \$4.75**

Minimum Shipment 12 units  
Freight paid in lots of 48.



## ORDER FORM

Flocking Engineers, Dept. 21  
2459 University Ave.  
St. Paul 14, Minn.

— Please send me your FREE 8-page Informative  
Booklet showing how to make \$2500 profits in  
the flocking business.

— Enclosed is my check for \$425.00. Ship me the  
\$802.50 value advertised in American Nursery-  
man.

— Enclosed is my check for \$100.00. Ship me the  
Flock-Giant Deal—\$325.00 balance C.O.D.

— Enclosed is my check for \_\_\_\_\_ in payment of  
\_\_\_\_\_ Magi-Color Spotlights.

Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

# Announcing!

## A Spectacular New Shrub

# REDBIRD BARBERRY

(Plant Patent No. 1968)

### Redder Than Red

An outstanding new barberry characterized by brilliant red foliage all summer. Leaves are medium size, rounded and uniform throughout the plant. Produces many branches, resulting in dense habit of growth.

Write for more information.

## WILLIS NURSERY COMPANY

"Your Wholesale Nurserymen"

Ottawa, Kan.

## CONIFEROUS and DECIDUOUS TREES

### Norway Spruce

3 to 6 ft.

### White Pine

3 to 8 ft.

### Scotch Pine

3 to 8 ft.

### Austrian Pine

4 to 10 ft.

### Red Pine

3 to 10 ft.

### Norway Maple

1½ to 3-in. cal., B&B

### Rubrum Maple

1½ to 3-in. cal., B&B

### Crimson King Maple

1¼ to 2-in. cal., B&B

### Oaks—Pin, Red and Scarlet

1½ to 2-in. cal., B&B

### Flowering Crab Apple, Flowering

Cherry, Mountain Ash

1½ to 2-in. cal., B&B

### Big Taxus capitata and cuspidata

Up to 8 ft.

### White-Flowering Dogwood

3 ft. to 10 ft. to 12 ft., B&B

Phone or write for prices.

There are no Japanese beetles here, yet. Can arrange reasonable deliveries within 500 miles.

## WADE & GATTON NURSERIES

Bellville, Ohio

7 miles east of the new Ohio freeway.

Day Phone: Butler, TU 3-3191

Night Phone: Bellville, TU 6-3448

## FINISHED LANDSCAPE AND GARDEN STORE MATERIAL

100 Pin Oak, 1½ to 2-in. cal.

150 Sycamore, 1½-in. cal.

85 2-in. cal.

50 3-in. cal.

500 Red Maple, 1½ to 2-in. cal.

50 3-in. cal.

1 4-in. cal.

180 Silver Maple, 1½ to 2-in. cal.

50 3-in. cal.

## CASSINELLI'S GLENDALE NURSERIES, INC.

(Cincinnati)

Glendale, Hamilton Co., Ohio

## New York Group Visits Canadian Nursery Firm

By Carl F. Gortzig

August 10, 53 Erie county, New York, nurserymen boarded a bus at East Aurora, N. Y., in the morning and traveled some 70 miles to Sheridan Nurseries, Ltd., Oakville, Ont., Canada. The occasion was the annual summer nurserymen's tour of the Erie county extension service. Hosts at Sheridan Nurseries were J. V. Stensson and K. F. Stensson.

At Sheridan Nurseries, the group toured nearly all of the 750 acres of top-quality nursery stock. Traveling down narrow nursery lanes in a bus which just barely made most of the sharp turns, the group viewed 1,345 varieties of roses, evergreens, shrubs, trees, vines and perennials in production.

Upon arriving at the nursery, the group toured the softwood propagation area. A soil mixture of one-third peat and two-thirds sand is used. Few rooting hormones are employed. Korean boxwood was being propagated in large quantities. It is necessary to allow this species to remain for two years in the propagating frame.

The group viewed the Chromestone manufacturing work, an operation which provides winter work for 18 men and turns out approximately 2,000 square feet of Chromestone in various sizes, from 6x6 inches to 24x24 inches, per 8-hour day. Chromestone is a reinforced, precast, colored concrete slab for patio, walk and terrace paving purposes.

Packing sheds adjacent to the Chromestone area were visited. Efficient layout of packing and shipping facilities speeds up the shipping operation.

After refreshments at the manager's home, the group took a bus tour of one of the large nursery farms. There lining-out stock, seedlings and transplants were seen. Chemical weed control is accomplished with the use of Chloro IPC. Some damage was encountered on phlox plantings, but phlox is known to be intolerant of Chloro IPC. At one point, the group viewed over 1,000,000 Taxus cuspidata seedling liners. A block of evergreen stock plants was visited. Such unusual species as Korean fir, dwarf spruce in many varieties, Hoopsi blue spruce and others were seen. A brief stop at one of the equipment

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**Scarff's Nursery**

FRUITS  
ORNAMENTALS  
LINING-OUT STOCK

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NEW CARLISLE, O.

sheds gave the group an opportunity to see a wide range of nursery equipment and planting machines.

Sheridan Nurseries provided the group with buffet luncheon at the beautiful sales station on Queen Elizabeth way. The afternoon was devoted to a trip to Glen Williams, Ontario, to view the 400 acres of nursery stock at that point; over 85,000 hybrid tea roses were noted in one block. Sheridan Nurseries produces all of its own hybrid tea stock.

A somewhat footweary but satisfied group of nurserymen made its way back from Glen Williams to the Estaminet restaurant at Burlington, where all enjoyed an excellent steak dinner. After dinner, the group bid the Sheridan Nurseries hosts farewell and returned by bus to East Aurora.

### CONCRETE COMPOST BINS


[Continued from page 11]

front-end loader can be used without the inconvenience of bogging in mud.

We have an ample supply of green material for both mulching and the preparation of compost. A silage cutter and dump wagon are two highly important pieces of equipment to use in collecting vegetative material. In a previous issue I discussed our leaf suction machine; we also have a wood chipper. During the fall and winter, when we are collecting fallen leaves and chipping brush, we have used one of the bins to store this material for immediate use as mulch.

We have made compost in the concrete bins using only cut green materials from our silage cutter. When chicken manure is available from nearby farms, this is used with the green material in alternating layers. Superphosphate and ammonium nitrate are also added to the piles during construction. The bins are filled approximately three feet higher than the sides, to allow for settling, and the material is wet down thoroughly before sealing with the black plastic. After two to three weeks, if there are time and space available, we prefer to turn and thoroughly mix the fresh compost. Then it is left to decompose under plastic until ready for use. This time has been as short as six weeks, while at other times, three to four months elapse before bins are opened. Triangular-shaped, wire-covered wooden forms are used in the center of the floor to provide for some circulation of air under the fermenting material and to keep the 4-inch drain plug open.

To prepare planting soil, we mix one part of compost from the bins



**NEW**  
*low cost  
 moisture  
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\* ELIMINATES NEED FOR PACKING MATERIAL

Roses, perennials, evergreens, shrubs, fruit or shade trees . . . you name it. If you want more protection for your nursery stock at a lower cost than you've ever had before, you'll want to examine RUTEX, a sprayable composition designed specifically for the Nursery Trade.

One spray application of RUTEX and just a few waterings, will easily protect the roots and stems of your stock over an entire storage season. Through more effective moisture control, the RUTEX method drastically cuts maintenance costs and eliminates the need for moss, shingletow, peat and other costly water absorbent packing materials.

During several years of field testing, evaluations by nurserymen throughout the country continue to prove the worth of this new chemical composition.

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We figure the average price of RUTEX Treatment per plant ranges from  $\frac{1}{4}$ - $\frac{1}{2}$  cent, depending on size. But here are some vivid examples:

One grower in New York reports that 500 rosebushes were treated with just one gallon of RUTEX at a cost of \$.60 per hundred.

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seedlings with only five gallons of RUTEX at an average cost of 15 cents per thousand seedlings.

Other nurserymen continue to report that stock treated with RUTEX breaks more buds after storage than plants treated with conventional packing material. They also cite a substantial reduction in mold losses.

Unlike other wetting agents, RUTEX forms an invisible sponge-like film that supplies complete moisture coverage over the entire surface of a plant. Experience has shown that RUTEX takes water faster and retains it longer.

Think of the advantages of using clear-film RUTEX for all kinds of bare root shipping. For mail order and express packages all you do is spray roots or the entire plant with RUTEX, wrap in wax paper and the job is complete. And for wholesale truckload transportation, the job is even easier. RUTEX saves weight, cuts down bulk, gives more space for bigger payload and leaves you plenty of time for other chores.

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with two parts of field soil and one of sawdust. For special plants and plantings, we also add peat moss to the prepared soils.

What are the advantages of concrete, which obviously is more costly than even treated lumber? I should rank durability first. The best of wood will rot out in a few years. Second, I think the finished job looks better, which is important when one is faced with visits by garden club members and thousands of amateur and commercial growers of shrubs and flowers. To answer the question, Would you build similar units again? I should say yes, for we plan to construct several smaller units for our golf course crew to store and compost the grass clippings collected daily from our greens.

#### ALABAMA SHORT COURSE

[Continued from page 14]

zin, diuron and neburon, appears the most promising.

#### Evening Barbecue

The meeting then adjourned, and that evening everyone had a fine time at Henry Orr's home, enjoying the delicious barbecue given through the courtesy of T. C. King, King's Nursery, Auburn. Robert Chase, Jr., showed some excellent pictures made while traveling through Europe.

A presentation was made during the evening to the Auburn studios of the Alabama Educational Television Network in appreciation for programs on ornamental horticulture. The engraved plaque was given by the Alabama Nurserymen's Association. Dan Cabe, president of the association, made the presentation.

The next morning Dr. Tom Cannon started the program by citing advances in propagation for the 60's. He described the many research projects now going on throughout the country in relation to propagating nursery stock and told how all of these would benefit Alabama nurserymen in the near future.

Dr. Eldon Cairns, nematologist  
[Concluded on page 72]

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#### Honey Locust

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4 to 6 ins., T., bushy	\$0.35	\$0.30
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Finished Grade	Each	
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10 to 12 ins., B&B	1.25	1.15
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2 1/4" pot. **1c**      2 1/2" RP & 3" pot. .... **2c**

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This is the time of year when many firms are setting up budgets for their next year's operations. In allocating the portion for advertising, it is wise to plan not only for the use of a few large advertisements during the peak sales period, but also additional promotion for other times of the year. *Repetition of your basic sales theme is the key to advertising success.*

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1960	10,022
1958	9881
1956	9601
1954	8689
1952	7741
1950	7592

**CIRCULATION**  
(As of June 30 for  
years indicated)

During the first six months of this year, the circulation of AMERICAN NURSERYMAN exceeded the 10,000 mark, bringing it to the highest level in the magazine's history. The reason for this circulation growth is twofold: First, the industry is continually expanding, and second, the magazine's high caliber of editorial content merits the renewal of subscriptions by 85 per cent of its readers annually.

This circulation growth means *more business for you!* The magazine's new subscribers—many of whom are newcomers to the nursery industry—are in need of all types of nursery stock, supplies and equipment. Growers and supply firms will profit by acquainting these new subscribers with their lines. Their advertisements will also continue to gain for them orders from the thousands of other nurserymen the nation over who read the magazine regularly and have come to depend on it for both news of the trade and information about supply sources.

***This is the trade's market place. Put it to work for you THE YEAR AROUND!***

# AMERICAN NURSERYMAN

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• CHICAGO 4, ILL.

and professor with the department of botany and plant pathology, Auburn University, took the group on a pictorial tour of his laboratory and told of the many services now being offered. He stated that growers who are having trouble with nematodes on their plants might send specimens to the laboratory at Auburn for analysis and recommendations.

The group next heard Dr. Dennis Rouse, professor in soils and soil chemist in charge of the soil testing laboratory of Auburn University. Dr. Rouse took the group on a tour of his laboratory and pointed out how soil is analyzed to determine what might be lacking. Such a soil service is available to anyone in the state.

G. A. Orum, plant inspector of the Alabama department of agriculture, told the group how it is served and protected by inspectors all over the state. The film, "Basic Technique for Home Landscape," was next shown.

#### Roadside Development

Fletcher Farrington discussed action to be taken regarding roadside development. Mr. Farrington, county agent of Tallapoosa county, Dadeville, Ala., said that everyone in his county is interested in roadside beautification. There are 14 community improvement clubs sponsored by civic clubs. The farm bureau, Liberty National Life Insurance Co. and the Alexander City chamber of commerce are the top sponsors of these clubs.

He felt that roadside improvement is the finest safety project ever initiated. It must also be considered a good conservation project, because the work in sloping and sodding the banks will prevent the need of much labor in the future.

To conclude the talks Dr. Tok Furuta moderated a panel discussion on garden centers. Charles Elliott, Hobby Nursery, Montgomery, Ala., talked on the layout of garden centers and showed some excellent slides portraying garden centers in the south. L. L. Aldridge, owner and operator of Aldridge's Garden Shop, Birmingham, Ala., next talked on inventory and turnover in a successful garden center. The panel discussion was concluded by Fred Perry, Jr., assistant in horticulture, Auburn University, talking on plant materials and marketing and giving research results that have been formulated by horticulturists at Auburn University.

STARTING the Montague Nursery at Port Jervis, N. Y., William Benz plans to open a garden center next spring.

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# Growers Find Answers In Christmas Tree Panels

By Edgar J. Lott

The various panel discussions at the National Christmas Tree Growers' Association convention at Purdue University, Lafayette, Ind., August 25 to 27, produced a large volume of up-to-date information of value to Christmas tree growers and others. Supplementing the general convention report given in the October 1 issue, the following is a summary of the points developed in these panel sessions:

## Government Grades

Moderator of the panel on United States grading techniques was Dr. Arthur G. Chapman, Columbus, O., and the members were Robert Kern, a Christmas tree grower from Rochester, Ind.; Foster Mills, a grower from Hanover, O., and Charles C. Littleton, division of marketing, United States Department of Agriculture, Washington, D. C.

To open the discussion, Dr. Chapman asked whether the federal grades, now three years old, have been accepted by growers and buyers or whether revisions are necessary to make them more acceptable.

Mr. Littleton, supplying background information, outlined the reasoning behind the establishment of the grades and their history. He pointed out that these standards provide an objective basis for pricing and that they certify quality and condition of the commodity at arrival point. Although quality factors, such as height, do not change in shipment, factors of condition, such as freshness, are much more variable.

The movement toward standards, or grades, started in the 1930's, but it was 1956 before a definite request was received by the U. S. D. A. from a New Hampshire group for such grades. Shortly after this, the National Christmas Tree Growers' Association went on record as favoring federal grades.

A representative of the U. S. D. A. then visited plantations in many states talking with foresters and growers, and the information thus gained was used to set up the grades in conformity with industry requests. Mr. Littleton also pointed out that the standards can be revised if a majority of those in the Christmas tree industry wishes it.

A Pennsylvania grower asked what

procedures are involved in revising present grades and also what, if any, changes are now being proposed. In answer, Mr. Littleton stated that changes having majority approval can be made through a petition to the U. S. D. A. Such changes cannot be made for the benefit of a small group, or of one state, unless unusual circumstances warrant it. The only change now under advisement is a change in the name of U. S. No. 2 grade, although to date this is not supported by a large enough segment of the industry.

Another interesting question was asked as to where the resistance to grades comes from, the buyer or the grower. The consensus was that it comes from the growers and seems to be based on fear of government control. It was repeated here that the use of the grades is entirely voluntary.

Many questions were asked con-

cerning the mechanics of the grading process. All state inspections are made by specially trained federal-state inspectors, and the cost of inspection is borne by the person requesting the service. Inspection is made on a sample basis, usually involving 5 to 10 per cent of the total, to obtain the over-all picture of any particular shipment.

It was pointed out that very few terminal market inspections have been requested to date, but that this attitude will probably change as the grades come into more common use. The advantages of including an inspection certificate with a shipment were emphasized. Such a certificate protects both shipper and buyer and, in the event of a dispute, provides a legal basis on which to settle the matter.

## Spraying

Edgar J. Udine, Pennsylvania State University, University Park, presided over the panel on spraying methods and results, the panel members being Roy Weller, grower; Mr. Long, Suncrest Nursery, and John Nelson, Schroth Nursery, all from Pennsylvania. The growing of Christmas trees as an agricultural crop, it was pointed out, is a relatively new industry and time will be required

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18 to 24 ins. ....	12.00	100.00
2 to 3 ft. ....	17.00	140.00
3 to 4 ft. ....	22.00	190.00
4 to 5 ft. ....	30.00	250.00
*4 to 5 ft. ....	75.00	.....
*5 to 6 ft. ....	100.00	.....
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*Well-branched, straight, good for cash sales.		

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Per 10 Per 100 Per 1000  
Liners in 2-in. pots ... \$2.00 \$18.00 \$150.00  
Rooted cuttings, 100, \$10.00; 1000, \$80.00

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for it to become stabilized. Likewise, it will take time to establish effective insect control.

Extensive plantings provide abundant food supply for insects, thus inviting larger populations of the various pests which feed upon the evergreens. In Pennsylvania, for example, 63 different species of insects have now been identified with pine plantations. In Christmas tree plantations, stumps, cull trees and large limbs discarded at harvest time invite more insects.

### Avoid Interplanting

The fact that tree species should not be interplanted was emphasized. For instance, red pine should not be mixed with Scotch pine because of the difference in insect species peculiar to these trees. More effective spraying schedules are possible if the different species are in blocks. The chairman cautioned also that care should be exercised to use insecticides only as recommended. One must be careful not to pollute streams or damage crops in adjacent fields.

Mr. Weller, who started planting trees in 1948, gave an interesting account of his experiences with insects. They were rather scarce at the beginning, since food supply was low, but have built up rapidly as plant-

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Hydrangea P.G.  
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	Per 100	Per 1000
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8 to 10 ins. ....	\$18.00	\$140.00
6 to 8 ins. ....	15.00	110.00
4 to 6 ins. ....	12.00	90.00
<b>Black Hills Spruce</b>		
8 to 10 ins. ....	18.00	140.00
6 to 8 ins. ....	15.00	110.00
4 to 6 ins. ....	12.00	90.00
<b>Norway Spruce</b>		
12 to 18 ins. ....	15.00	130.00
10 to 12 ins. ....	12.00	100.00
8 to 10 ins. ....	10.00	80.00
Grafting grade, 5/16 to 1/4-in. cal. ....	10.00	75.00
<b>American Arborvitae</b>		
15 to 18 ins. ....	18.00	150.00
12 to 15 ins. ....	15.00	100.00
8 to 12 ins. ....	10.00	80.00
<b>Austrian Pine</b>		
10 to 14 ins. ....	15.00	....
6 to 10 ins. ....	12.00	....

### SEEDLINGS

3-yr.

<b>Norway Pine</b>		
8 to 12 ins. ....	5.00	37.50
6 to 8 ins. ....	4.00	30.00
<b>White Pine</b>		
6 to 10 ins. ....	5.00	30.00
3 to 6 ins. ....	4.00	25.00
<b>Scotch Pine, French</b>		
10 to 14 ins. ....	5.00	27.50
6 to 10 ins. ....	4.00	22.50
<b>Austrian Pine</b>		
8 to 10 ins. ....	6.00	40.00
6 to 8 ins. ....	5.00	30.00
<b>American Arborvitae</b>		
6 to 10 ins. ....	4.00	30.00
<b>Mugho Pine, Tyrolean</b>		
3 to 5 ins., sheared. ....	6.00	40.00
<b>Douglas Fir, taxifolia glauca</b>		
6 to 10 ins. ....	5.00	30.00
<b>Black Hills Spruce</b>		
6 to 8 ins. ....	4.00	35.00
3 to 6 ins. ....	3.00	25.00
<b>Colorado Blue Spruce</b>		
6 to 8 ins. ....	4.50	35.00
4 to 6 ins. ....	4.00	27.50
<b>Norway Spruce</b>		
6 to 10 ins. ....	4.00	27.50
4 to 6 ins. ....	3.00	22.50

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12 to 15 ins., B&B .....	\$2.90	\$2.75
15 to 18 ins., B&B .....	3.35	3.25
18 to 24 ins., B&B .....	4.00	3.85
24 to 30 ins., B&B .....	5.00	4.50

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ing continued. His most recent problem is the Saratoga spittle bug which became abundant in 1955.

He urged that roadways be planned for spraying and harvesting and stated that level land is much more desirable for planting than steep hillsides. Effective control of insects on the latter is much more difficult, if not impossible.

An insect doing considerable damage in many areas is the pine-shoot moth. Mr. Long reported good control of this species by aerial spraying and recommended this method of control on large acreages as being effective and as economical as any other method.

Mr. Nelson, in conclusion, suggested that spraying should be done only when absolutely necessary and with a mist-type sprayer. He recommended that roadways be spaced 150 feet apart in the plantation.

#### Pine Day

The outstanding panel of the conference was the Pine day panel on Friday morning, with Dr. O. D. Diller, Ohio agricultural experiment station, Wooster, in charge. The objective was to present a roundup of up-to-date information from experts in all phases of the production of Christmas trees from the various pine species, which are becoming increasingly important in the industry.

H. D. Gerhold, Pennsylvania State University, speaking on coloration and seed source, stated that the tendency to yellow, so common in Scotch pine and some other species, is affected by several factors including severity of weather, day length, site conditions and source of parent stock. Some suggested solutions to these color problems were early harvesting of the trees, before discoloration begins; the application of artificial coloring, and the control of environmental factors.

Mr. Gerhold feels that the future solution of the color problem will involve genetic studies to find sources of nonyellowing trees and urged the collection of seeds from local trees showing and maintaining good color characteristics. He concluded by suggesting that the national and state associations take steps to obtain improved seed sources.

Chemical weed and brush control was discussed by W. R. Byrnes, also of Penn State. In the continuous struggle to eliminate undesirable growth in Christmas tree plantations, he stated, chemical methods offer more economical controls than mechanical means.

For weed and grass control prior to planting, spray chemicals may be

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1 3/4 to 2-in. cal., 2 to 2 1/2-in. cal.  
**Schwedler Maple**  
1 1/2 to 2-in. cal., 2 to 2 1/2-in. cal.  
**Euonymus alatus**  
2 1/2 to 3 ft., 3 to 3 1/2 ft.  
**Euonymus alatus compactus**  
18 to 24 ins., 24 to 30 ins.,  
2 1/2 to 3 ft.  
**Prunus cistena**  
3 to 4 ft.

### LINING-OUT EVERGREENS

**Arborvitae, Woodward Globe**  
9 to 12 ins.  
**Arborvitae, Pyramidal**  
15 to 18 ins., 18 to 24 ins.  
**Juniper, hetzi**  
12 to 15 ins., 18 to 24 ins.  
**Juniper, Pfitzer**  
9 to 12 ins., 18 to 24 ins.  
**Taxus cuspidata**  
9 to 12 ins.  
**Taxus media hicksi**  
6 to 9 ins.

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used in the fall, applied in strips or over the entire area, trees being planted the following spring. Among the materials available are dalapon (10 to 15 pounds per acre in 50 to 100 gallons of water), Simazine (either 80 per cent wettable powder or 4 per cent granular forms), amino triazole and Atrazine (a new chemical).

More research is needed on susceptibility of various weeds and the possibility of tree damage (Simazine, for example, if too heavily applied, can cause injury to the trees). The conclusion was that growers should try chemicals on small areas before applying them to any crops on a large scale.

On the subject of fertilization, D. P. White, Michigan State University, East Lansing, pointed out that while the use of fertilizers with Scotch pine has not proved helpful, it is now recommended for the more demanding species, such as white pine, spruce and fir. In the use of fertilizers it is necessary to gauge soil fertility and watch for symptoms of soil deficiency in trees in a particular area.

Mr. White discussed in detail some of the fertilization experiments in progress. In one of these tests, tree color was improved by applying a

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3-yr., TT., 12 to 15 ins.	\$0.50	\$0.45
<b>JUNIPERUS, PFITZER</b>		
9 to 12 ins., TT.	.50	.....
12 to 15 ins., TT.	.65	.60
<b>TAXUS CUSPIDATA</b>		
5-yr., TT., heavy	.75	.70
<b>TAXUS INTERMEDIA BERRYHILL</b>		
5-yr., TT., heavy	.80	.75
<b>EUONYMUS ALATUS</b>		
4-yr., TT., 18 to 24 ins.	.45	.40
5-yr., TT., 24 to 30 ins.	.70	.65
<b>EUONYMUS ALATUS COMPACTUS</b>		
4-yr., TT., 10 to 15 ins.	.45	.40
4-yr., TT., 15 to 18 ins.	.55	.50
5-yr., TT., 18 to 24 ins.	.70	.65
<b>EUONYMUS SARCOXIE</b>		
3-yr., TT., 12 to 15 ins.	.50	.45

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foliage spray of urea—15 pounds to 100 gallons of water—after terminal growth ceased in the summer. The use of pelleted fertilizer for slow release to newly planted trees is being investigated in the greenhouse studies. Much more research is needed in this area with the objectives of improving color, form and vigor of planted trees.

#### Pruning Pointers

John HacsKaylo, Ohio agricultural experiment station, showed an excellent set of slides depicting the results of his intensive research into the shearing and pruning of pines for Christmas trees.

He gave the following four specific recommendations: (1) Cut the terminal at an angle to get a vigorous terminal bud; (2) shear tops to 12 inches, laterals to about six inches (varies somewhat with markets); (3) shear as soon as the tree has made maximum growth for the season (from late June to early August), and (4) start shearing the third year after planting and continue each year.

Mr. HacsKaylo advised that some trees can be salvaged by shearing back into 1 or 2-year-old wood. When 3-year wood was sheared in the tests, however, no new growth developed. He noted also that trees developed satisfactory foliage following February shearing of the current year's growth. A new development is the use of growth inhibitors to reduce shearing and mowing problems. This is being studied and no results are available to date.

#### Insect Problems

D. L. Schuder, Purdue University, Lafayette, Ind., gave an illustrated discussion on insect problems of the Christmas tree grower. He first warned that these problems have increased and will continue to do so as the area of pine plantations increases. Two essentials in planning the Christmas tree plantation are to provide roadways for access with spray equipment and either to locate near a source of water or to establish a source of water with a pond.

Sanitation in the plantation is important, since cull trees and branches can be breeding grounds for destructive insects if not burned. Growers were cautioned to look up the correct controls for the various insects found in their plantations and to use the correct spray methods and the proper materials.

Another interesting conclusion was that interplanting in older plantations is not desirable, since insect problems can be minimized by letting

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4-yr., T., 7 to 14 ins.	\$75.00
4-yr., T., 4 to 7 ins.	50.00
<b>Norway Spruce</b>	
4-yr., T., 10 to 16 ins.	55.00
2-yr., S., 4 to 8 ins.	18.00
<b>White Spruce</b>	
4-yr., T., 10 to 16 ins.	49.00
4-yr., T., 5 to 9 ins.	32.00
<b>Black Hills Spruce</b>	
4-yr., T., 8 to 12 ins.	60.00
<b>Concolor Fir</b>	
4-yr., T., 5 to 10 ins.	85.00
4-yr., T., 3 to 5 ins.	50.00
<b>Blue Douglas Fir</b>	
4-yr., T., 7 to 12 ins.	50.00
4-yr., T., 5 to 7 ins.	40.00
<b>Gray Douglas Fir</b>	
4-yr., T., 12 to 20 ins.	60.00
4-yr., T., 8 to 12 ins.	45.00
2-yr., S., 4 to 8 ins.	18.00
<b>Balsam Fir</b>	
4-yr., T., 9 to 14 ins.	60.00
2-yr., S., 2 to 4 ins.	12.00
<b>Scotch Pine (Spanish Sierra or French Auvergne)</b>	
3-yr., T., 7 to 14 ins.	45.00
6 to 12 branches per plant	15.00
2-yr., S., 7 to 10 ins.	15.00
<b>Scotch Pine, nonyellowing</b>	
4-yr., T., 12 to 16 ins.	60.00
8 to 12 ins.	35.00
<b>Scotch Pine (Bavarian)</b>	
4-yr., T., 10 to 14 ins.	50.00
6 to 10 ins.	30.00
<b>Scotch Pine (Austrian Hills)</b>	
4-yr., T., 12 to 16 ins.	40.00
2-yr., S., 8 to 12 ins.	15.00
<b>Austrian Pine</b>	
4-yr., T., 12 to 16 ins.	55.00
3-yr., T., 6 to 10 ins.	40.00
3-yr., T., 4 to 6 ins.	20.00

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an area lie fallow for two years following the final cut.

R. J. Green, also of Purdue University, gave some pointers with respect to disease problems. He stated that most disease problems for Christmas tree growers are still in the future and will arise as plantations increase. Current disease problems include tip blight and needle cast. A reliable source for clean seeds and seedlings, weed control and soil drainage are all important in preventing foliage diseases of pines.

### Merchandising By-Products

Glen E. Massie, Beardstown, Ill., presided over the panel on the packaging and merchandising of Christmas tree by-products and opened the discussion by emphasizing that there is an excellent market for such by-products if they are freshly prepared and attractively merchandised by the seller.

G. M. Gwinner followed up with the assertion that such by-products can be a big item for Christmas tree growers, often taking a greater mark-up than the Christmas tree itself. Two types discussed were direct by-products and products from associated or related timber operations.

Among the former were bulk boughs (sent direct to the lot or by truckload to florists), roping,

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All our cuttings are rooted in soil in outside beds under mist — then hardened off and thoroughly established in the soil where they make a mature, hard root system and often some top growth. Many of these rooted cuttings will have to go into 3-in. or larger pots. Better not plan on putting any except the smallest in 2½-in. pots because they just won't fit. Of course, some of the *Ilex crenata* varieties and some of the others can go in pots that small. Some of our friends put the larger rooted cuttings right out in the field and usually have good luck with them, if planted at the right time; that seems a little radical to us and we don't recommend it. However, any plant we list as a bed-grown liner is ready for the field.

Mo., Yr.—date rooted BG—bed-grown  
RC—rooted cutting C—cuttings  
Field—field-grown S—seedlings

**Arbovitae**—See Thuja

**Berberis Crismum Pygmy**—RC, July 60, 3 to 5 ins., nearly all pretty well-branched to fairly bushy, 12c; light, BG, liners, 18 mos. old, branched to fairly bushy, 6 to 9 ins., 15c; heavy, BG, liners, 6 to 9 ins., bushy, 25c; heavy, BG, 3-yr., 9 to 12 ins., bushy, 40c.

**Berberis Julianae**—The hardest evergreen barberry—C, rooted Aug. 60, 5 to 6 ins., 9c; C, rooted Aug. 59, ready for field, 12 ins. and up, but not branched, 15c.

**Berberis Julianae nana**—Compact growth, darker green leaf, may be even harder. RC, Aug. 60, 5 to 6 ins., 10c; C, rooted Aug. 59, ready for field, 8 ins. and up, but not branched, 17c.

**Berberis Julianae pyramidalis**—RC, 20c.

**Berberis mentenensis**—RC, Aug. 60, 5 to 6 ins., 7c; C, rooted Aug. 59, ready for field, 10 ins. and up, but not branched, 10c.

**Biota**—See Thuja

**Buxus sempervirens** (Boxwood)—An excellent, bushy strain—C, rooted Sept. 59 and kept cut back to about 6 ins., beginning to bush out well, 10c.

## FLOWERING QUINCE

**Chaenomeles** (Cydonia)—On own root from softwood cuttings. No suckering from these plants. In our experience, Flowering Quince on its own roots grows and flowers much better than it does if grafted on anything. We still have more than 50 different varieties in our trial grounds.

**Nivalis**—Pure white, the best of the white-flowering quinces, vigorous, upright—RC, June 60, need to be potted or bedded, 10c; BG, liners, 8 to 15 ins., 18c; 15 to 24 ins., 24c; field, A. N. grading, 12 to 18 ins., 40c; 18 to 24 ins., 60c.

**Texas Scarlet**—Red, spreading grower, wider than high. An excellent foundation plant, never gets too tall. Showier than an azalea. The best for canning because of the profuse red flowers on a compact, low plant. It is the prettiest quince and maybe the prettiest plant we ever saw in a can. RC, June 60, pot or bed them, 10c; BG, liners, 8 to 15 ins., 20c; field, A. N. grading, 12 to 18 ins., 45c.

**Toyonishiki**—From Japan through the Morton Arboretum. Pure white, pure pink and pink and white flowers at random on the same branch. Some plants throw single branches of pure red flowers. A most remarkable effect. A clean, upright, vigorous grower, RC, June 60, 20c; BG, liners, 10 to 20 ins., 35c.

**Simoni**—Deep, deep red. The deepest red of all. A world-famous, old variety. A restrained grower of rather exotic branching habit. RC, June 60, small, pot or bed them, 30c; BG, liners, partly branched, 9 to 15 ins., 60c; 15 to 24 ins., 95c.

**Ruby Glow**—The deepest red (except Simoni) of the more than 70 varieties I have had, upright, vigorous—RC, June 60, 15c; BG, liners, 8 to 15 ins., 25c; 15 to 24 ins., 35c.

**Phyllis Moore**—From Arnold Arboretum. Fully double, red flowers in separate clusters, very beautiful and very different. BG,



liners, partly branched, 15 to 24 ins., \$1.50 (it is extremely difficult to root).

**Crimson Beauty** and real *Japonica alpina*—ask

**Cherry laurel**—See Prunus  
**Euonymus alatus compactus**—RC, June 60, strong tips, 5 to 7 ins., 8c; C, rooted Aug. 59, BG, ready for field, nearly all are lightly branched, 7 ins. and up (some up to 20 ins., you can just cut them back), 14c.

**Ginkgo biloba**—1-yr., S, 6 to 10 ins., 8c, \$70.00 per 1000; 2-yr., S, 10 to 15 ins., 12c, \$110.00 per 1000; 15 to 24 ins., 17c, \$160.00 per 1000.

## HOLLY

**Ilex cornuta femina**—RC, Aug. 60, strong tips, 4½ to 5½ ins., 6 to 12 leaves, heavily rooted, 8c.

**Ilex cornuta burfordi**—RC, Aug. 60, strong tips, 4½ to 6 ins., 6 to 12 leaves, heavily rooted, 8c; C, rooted Aug. 59, kept cut back to 6 to 9 ins., nearly all beginning to branch well, 15c.

**Ilex crenata convexa (bullata)**—RC, Aug. 60, long tips, 4½ to 6 ins., 7c; C, rooted Aug. 59, kept cut back to 6 to 10 ins., beginning to branch beautifully, 10c.

**Ilex crenata hetzi**—RC, Aug. 60, long tips, 4½ to 6½ ins., 7c; C, rooted Aug. 59, kept cut back to 6 or 7 ins., beginning to branch well, 10c.

**Ilex crenata Maxwell**—A Bennett hybrid, looks like *convexa* but a much better grower. Should be a money maker. RC, Aug. 60, 8c; C, rooted Aug. 59, kept cut back to 5 to 7 ins., beginning to branch well, 12c.

**Ilex crenata compacta**—A Bennett hybrid, an excellent selection, good grower, quite compact, fine color. RC, Aug. 60, a little small, 8c; C, rooted Aug. 59, kept cut back to 5 or 6 ins., beginning to branch well, 15c.

**Ilex rotundifolia**—RC, Aug. 60, 5c; C, rooted Aug. 59, kept cut back to 6 or 7 ins., beginning to branch well, 8c.

**Ilex Foster's Hybrid No. 2**—Narrow, spiny leaves, red berries, fruits heavily, rapid grower, quite hardy. C, rooted Sept. 59, kept cut back to 7 to 9 ins., beginning to branch beautifully, 15c.

**Ilex opaca** (American Holly)—Genuine *Ilex opaca* (i.e. no southern hybrids), varieties selected for good, compact growth, good berries, guaranteed female and guaranteed male from cuttings. BG, liners, 4 to 6 ins., 17½c; 6 to 10 ins., 25c; 10 to 15 ins., 35c; 15 to 30 ins., 50c; mostly single stem, some lightly branched. *Ilex opaca* shipped only on March 1, 1961 (because that is the very best time to move American Holly).

## AMERICAN HOLLY HEDGE

**Ilex opaca**—3½-yr., grown 2 years in planter cans. Variety **Reynolds**, female,

well-branched, kept cut back to 12 to 18 ins., 85c (we have too many); variety **James Baker**, female, our most compact, pyramidal selection, heavily branched, kept cut back to 15 to 21 ins., \$1.10; both have large leaves and bear large, bright red berries (no berries now). You may pick them up can and all or we will wash out the roots and pack free for shipment. Will make a perfectly beautiful, uniform hedge because all are the same clone. Or you could put them back in 2-gal. or larger cans to be sold for specimens. Ready any time.

## JUNIPERS

**Juniperus**—All the following are from short, greenhouse-type cuttings. They were rooted under mist in beds of soil in the spring of 1960. They have been cut back several times to make nice, compact, heavy, rooted cuttings about 5 to 6 ins. high, depending on variety, beginning to bush out. None are leggy. They are still small enough to pot. If you plan to sell potted liners, many of these will be salable just as soon as they establish their roots in pots.

**Juniperus Andorra**—RC, 10c; \$95.00 per 1000.

**Juniperus hetzi**—RC, 10c; \$95.00 per 1000.

**Juniperus pfitzeriana**—RC, 10c; \$95.00 per 1000.

**Juniperus pfitzeriana Armstrong**—Compact, upright, vase shaped, RC, 11c; \$105.00 per 1000.

**Juniperus pfitzeriana Blue**—The best, bright blue strain, not like *hetzi*, same growth habit as regular *pfitzer*, possibly 10 per cent faster grower. RC, 15c; \$140.00 per 1000.

**Juniperus pfitzeriana Nelson's Compact**—A beautiful spreading Juniper, much lower growing than regular *pfitzer*, but taller than *Andorra*. A bright bluish-green all summer, bright green all winter. RC, 10c; \$95.00 per 1000.

**Juniperus pfitzeriana Nick's Compact**—RC, 10c; \$95.00 per 1000.

**Juniperus pfitzeriana Ozark Compact**—The best compact *pfitzer* we have seen, not as coarse in texture as Nick's Compact, RC, 12c; \$115.00 per 1000.

**Juniperus pfitzeriana nana**—RC, 11c.

**Juniperus chinensis columnaris**—RC, 15c.

**Juniperus sabina tamariscifolia**—RC, 12c.

**Mahonia bealei**—1-yr., S, from well-spaced outdoor beds, just right to pot, 7c; \$60.00 per 1000.

**Mahonia pinnata**—Somewhat like *aquifolium*, but much better. Vigorous, compact growth in full sun, never leggy, foliage bright bluish-green, new growth red. Hardy to Boston, at least. BG, liners, from 1959 transplanted cuttings, heavy, but not well-branched, will branch themselves first year they are in field, 12 to 24 ins., 50c.

## DAWN REDWOOD

**Metasequoia glyptostroboides**—Thought extinct for 20,000,000 years, discovered in China in 1945. Royal Horticultural Society Dictionary of Gardening says, "This tree is undoubtedly one of the most notable acquisitions to our gardens of recent years." I agree. Large tree, fresh green, fernlike foliage, very rapid grower. Has made 16 feet or more in 6 years from seed. Deciduous, autumn foliage pale pink. Hardy throughout zone 5, at least. Fine plants in Plainer cans, \$2.00, pickup only. Packed for shipment in individual cartons, \$2.40.

**Prunus laurocerasus schipkaensis** (Cherry Laurel)—Quickly makes a large mound-shaped evergreen. RC, July 60, 5 to 8 ins., many full leaves, heavy root system, 10c; C, rooted July 59, kept cut back to 8 to 12 ins., BG, liners, beginning to branch, 20c.

**Prunus laurocerasus zabeliana** (Cherry Laurel)—Usually considered the hardest. Spreading, like a *pfitzer* Juniper. RC, July 60, 4½ to 7 ins., 12c; C, rooted July 59, kept cut back to 7 to 9 ins., BG, liners, beginning to branch, 20c.

**Prunus laurocerasus macrophyllum** (Cherry Laurel)—Certainly the prettiest with very

wreaths, sprays, centerpiece, pine cones, specialty trees (painted or flocked) and table trees cut and false-potted or balled and burlapped. Products from associated timber operations include yule logs, packaged fireplace wood, painted deciduous boughs, holly and mistletoe. Growers were cautioned to watch costs and do a good job of cost accounting.

Jack Schmidt, Columbus, O., continued the discussion, pointing out

that more research is needed, but that the marketing of by-products is limited only by the imagination. With beautifully made up examples, various by-products were shown and discussed.

An attractive wreath on a Hillman wreath ring, with the ring and red ribbon being the only purchased items, illustrated one use of greens. Grave covers are another "natural" for the Christmas tree grower. For

example, a grave cover of greens, with the plaque costing 60 cents, and some ribbon and red balls, can be made to wholesale for about \$1.25. Other types shown were street decorations, door swags, centerpieces and types of evergreen roping.

## Promotion Methods

W. S. Meyers, National Advertising Co., speaking on ways to improve profits, stated that "The answer is to

large leaves, very dark green. Is even harder than *zabelliana* here. RC, a little shorter because rare and cutting wood is still scarce, July 60, 20c.

**Pyraecantha varieties**—C, rooted Sept. 59, kept cut back to 5 to 7 ins., good and strong, beginning to branch, with good, hard root system over a year old. Varieties: *Lalandi*, *Gibbsi* and *Gruberi*, 10c; varieties: *Kazan*, *Ruyan* and *Wyatti*, 14c.

**Thuja orientalis aurea nana** (Berkmans Golden Arborvitae)—Cuttings rooted spring 60, kept cut back to about 6 ins. to make them bush out, but still small enough for a 2½ or 3-in. pot. Several nurserymen have put these right into the field, 10c; cuttings rooted spring 59, kept cut back to 6 to 8 ins., beginning to branch, but not rounded out yet. Heavy, of good caliper, with fine root systems, 15c.

## VIBURNUMS

**Viburnum**—All these Viburnums are rooted from soft tips in spring or early summer. They grow some during the summer and fall, which makes the rooted cuttings from 4 to 5 ins. up to 12 or more inches tall depending on variety. It is hardly fair to call them rooted cuttings since some of them are more like light, young, bed-grown liners. However, they have not been transplanted, are not branched and most of them are still small enough to pot.

**Viburnum burkwoodi**—RC, June 60, some beginning to branch, 10c.

**Viburnum chenaulti**—More compact and shapely than burkwoodi. RC, June 60, 15c; 2-yr., liners, C, rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, 30c.

**Viburnum juddi**—Better than carlesii. Flowers really pink. A more compact plant with more attractive leaves, not subject to leaf spot. RC, June 60, 15c; 2-yr., liners, C, rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, 30c.

**Viburnum macrocephalum sterile**—

## (CHINESE SNOWBALL)

This is the one we love. Dazzling white snowballs, often 8 to 9 ins. in diameter, as big as a man's head, a clean, vigorous grower. On own roots, much better growth than if grafted, C, rooted July 59, in polyethylene plant bands, same amount of soil as in 3-in. pots, 60c.

**Viburnum opulus sterile** (Common Snowball)—RC, June 60, 10c.

**Viburnum rhytidophyllum** (Leather-Leaved Viburnum)—RC, July 60, 12c.

**Viburnum rhytidophylloides**—A hybrid between *V. rhytidophyllum* and *V. lantana*, similar to *rhytidophyllum*, but is hardier. RC, July 60, 15c.

**Viburnum tomentosum plicatum** (Japanese Snowball)—RC, July 60, 12c.

**Viburnum tomentosum plicatum grandiflorum**—Snowballs considerably larger and whiter than regular Japanese Snowball, RC, July 60, 20c.

## IN PLANTAINER CANS

**American Holly**; **DAWN REDWOOD**; **Pyraecantha lalandi**, **Gruberi**, **Wyatti**, **Kazan** and **Gibbsi**; **Flowering Quince**; **Magnolia grandiflora**; **Mahonia bealei**; **Berkmans Golden Arborvitae** and others. They are good, and are ready to move now. Please come by to see them.

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## AMERICAN NURSERYMAN

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follow the example of all other successful businesses, and that is to develop by-products or, using another word, diversify."

Following up on this topic, he suggested a nation-wide program based on the theme "Dress Your Home for Christmas," disposing the public to feel that home decorations of living boughs are a holiday must. He suggested that the growers might produce a Christmas party book, composed of suggestions for holiday drinks, holiday dinners and holiday decorations, the last-named, of course, featuring cut trees and by-products. In concluding, Mr. Meyers asserted that the percentage of the holiday decoration dollar that will be spent for living decorations as opposed to artificial will be determined by the effectiveness of the Christmas tree growers' merchandising efforts.

## EVERGREEN TRIMMING

Timely comments on the shearing and trimming of evergreens, particularly Pfitzer junipers and upright junipers, were given by Arthur E. Schroeder, owner of Schroeder's Nursery, Morton Grove, Ill., and a past president of the Illinois State Nurserymen's Association, on a recent TV program of the Ornamental Growers' Association of Northern Illinois. He stressed the importance of homeowners' annually trimming their appearance, instead of querying nurserymen after several years as to what can be done about an open, leggy, unkempt bush or tree.

Other recent speakers on the 13-week TV program completed this month were John C. Fiore and Alfred L. Fiore, Charles Fiore Nurseries, Prairie View, Ill., and Dr. John C. Carter, of the Illinois Natural History Survey, Urbana. Other members of the association occasionally have appeared on the program.

"Gardeners' Guide" has been the title of the program on TV channel 11, Chicago, and that is the title of a pamphlet distributed on request to several thousand viewers.

ELMER MERZ, executive secretary, California Association of Nurserymen, has been appointed to the state labor-management advisory committee by Irving Perluss, director of department of employment. This committee advises and is consulted by the department on policy and regulation matters.

MARK CLAXTON has started a business to deal in trees and shrubs at 5615 Oakland, Kansas City, Mo.

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10 to 12 ins.	\$1.10	\$1.00
12 to 15 ins.	1.35	1.20
15 to 18 ins.	1.60	1.40
18 to 24 ins.	2.00	1.75
2 to 2½ ft.	2.50	...
<b>Hemlock, Canadian</b>		
18 to 24 ins.	2.25	2.10
2 to 2½ ft.	2.75	2.55
2½ to 3 ft.	3.50	3.30
3 to 3½ ft.	4.50	4.30
3½ to 4 ft.	5.50	5.25
4 to 5 ft.	6.50	6.25
5 to 6 ft.	9.00	8.70
<b>Spruce, Norway</b>		
18 to 24 ins.	2.00	1.85
2 to 2½ ft.	2.50	2.35
2½ to 3 ft.	3.00	2.75
3 to 4 ft.	3.50	3.25
4 to 5 ft.	4.50	4.25
<b>Spruce, White</b> ( <i>Picea canadensis glauca</i> )		
2 to 2½ ft.	3.00	2.75
2½ to 3 ft.	3.50	3.25
3 to 4 ft.	4.50	4.25
<b>Taxus cuspidata</b>		
15 to 18 ins.	3.25	3.00
18 to 24 ins.	4.00	3.75
2 to 2½ ft.	5.00	4.75
<b>Taxus hatfieldi</b>		
15 to 18 ins.	3.00	2.75
18 to 24 ins.	4.00	3.75
2 to 2½ ft.	5.00	4.75
<b>Taxus hicksi</b>		
12 to 15 ins.	2.25	2.10
15 to 18 ins.	3.00	2.75
18 to 24 ins.	3.75	3.50
2 to 2½ ft.	5.00	4.75
2½ to 3 ft.	6.75	6.50

## BROAD-LEAVED

<b>Boxwood, sempervirens</b>		
12 to 15 ins. B&B., specimens	1.50	1.35
15 to 18 ins. B&B., specimens	2.00	1.75
18 to 21 ins. B&B., specimens	2.50	2.25
21 to 24 ins. B&B., specimens	3.25	3.00
<b>Boxwood, suffruticosa</b>		
8 to 10 ins. B&B., specimens	1.30	1.15
10 to 12 ins. B&B., specimens	2.00	1.75
12 to 15 ins. B&B., specimens	2.75	2.50
<b>Ilex convexa</b>		
12 to 15 ins.	2.00	1.85
15 to 18 ins.	2.50	2.30
18 to 24 ins.	3.00	2.75
<b>Ilex crenata microphylla</b>		
12 to 15 ins.	1.60	1.45
15 to 18 ins.	2.00	1.85
18 to 24 ins.	2.75	2.50
2 to 2½ ft.	3.75	3.50
<b>Ilex crenata rotundifolia</b>		
12 to 15 ins.	1.10	1.00
15 to 18 ins.	1.45	1.30
18 to 24 ins.	2.25	2.00
<b>Laurel, English</b>		
18 to 24 ins.	2.25	2.00
2 to 2½ ft.	2.75	2.50
2½ to 3 ft.	3.25	3.00
<b>Magnolia grandiflora</b>		
3 to 4 ft.	3.75	3.50
4 to 5 ft.	5.00	4.50
5 to 6 ft.	6.50	6.00
<b>Osmanthus illicifolius and fortunei</b>		
15 to 18 ins.	1.85	1.65
18 to 24 ins.	2.25	2.00

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# PLANT NOTES HERE AND THERE

By C. W. Wood

## Primula Sieboldi

A letter reached my desk a day or two ago from a long-time friend of the column, asking for an entire article devoted to plants from genera usually considered difficult to grow, but which are suited to general cultivation! Let us commence with primroses, which are usually considered too difficult for the casual gardener, directing our attention to *Primula sieboldi*.

This Japanese species is truly replete with garden virtues, possessing most of the qualities one looks for in the perfect garden plant. In a race of miffs, it is the perfect gentleman, giving much for little. Farrer, with his usual poetic appraisal, says it "is a beloved and immemorial ally from Japan, with its running masses of soft crumple oval leaves, scalloped and stalked; and its tall bare stems opening wide heads of beautiful flowers in almost every color and conceivable design of fringing segment."

All that I need to add is that the colors, as available in commercial seeds, run from white (there is a pure, glistening white available at times with flowers twice the size of the ordinary *sieboldi*), through myriad shades of pink to lavender and, rarely, a near purple. The stems grow from eight inches to a foot or more in height, each bearing many flowers to two inches or more across. The flowering season covers a long period in spring.

One reads of many ideas regarding its culture, but must admit that it is one of the easiest of the good kinds. It takes readily to light soil, indicating a desire for good drainage. In my experience it seemed best in soil that was rich in leaf mold in light shade. But do not get the impression that it will not do well in full sun if it is not allowed to dry out during its vegetative period. It is easy to grow from seeds and may be divided.

## Gentiana Makinoi

Gentians that are easy to grow are generally on the ugly side, for example, *G. cruciata* and *G. walujewi*. The beauties of the race are too difficult of culture to qualify for present purposes, such as *G. acaulis* and *G. verna*. In between these two extremes, there are several varieties of moderate or great beauty and ease of culture. Of these, the Japanese,

*G. makinoi*, comes to mind as a likely candidate for the present role.

Either Farrer had a local form of it or names have become mixed in gardens, for he described it as having white, trumpet-shaped flowers, while the plant one gets from commercial seeds has blue flowers. The plant that I have had from seeds may be described as follows: The crown sends up many foot-tall stems, with rather fleshy, lanceolate leaves, ending in a cluster of tubular flowers, an inch and a half long, pale blue in color, the inside being even paler, with tiny dark blue dots. It seems not too particular as to soil so long as it has plenty of moisture. Its flowering time in August and September adds to its value.

## Androsace Sarmentosa

When I go through gardens, perhaps for an entire year, without seeing a single *androsace*, I am at a loss to understand why the genus is so utterly neglected in American

gardens. Of course, if one's initial efforts were with an *aretian* species, it would be readily apparent, unless he were one of the incurably curious, that the name, *androsace*, would be anathema to him. But let him meet up with *A. sarmentosa*, especially its variety *chumbyi*, and its beauty and amiable behavior will no doubt produce a change of opinion as to the worth of the genus.

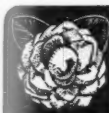
As the specific name indicates, *A. sarmentosa* is a traveler, spreading its lovely rosettes, silky when young, on runners to five inches in length, the new rosettes soon rooting and sending out more runners. In that manner, it eventually makes a close mat, each rosette sending up numerous scapes, six inches in height in the type and three inches in variety *chumbyi*, soft pink in color. *Chumbyi* is one of the most charming plants I ever grew, small and compact, a dense, silky rosette, a prodigious producer of its entrancing flowers and no trouble at all. In light soil,

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they presented no difficulty, apparently delighting in its perfect drainage, and only needed a little attention with the hose during long, dry periods.

### Mertensia

If one has only the common kinds of *Mertensia*—*M. virginica* and *M. paniculata*—in mind when he commences a mental review of the genus, the group would not qualify for the present inquiry, but get into the mountain and desert kinds, and matters take on another aspect. To prove this one should try growing some of the small mountain varieties like *M. bakeri*, *M. coriacea* (*M. viridis dilatata*) and *M. alpina* and even the near-desert species like *M. horneri* (*M. longiflora*), from the dry hills of Idaho, and *M. humilis*, from the high, dry plains of Wyoming.

None of these is impossible, but they are not for careless gardeners. They all grow five to eight inches tall and are among the most beautiful of blue flowers. I well remember the first time I saw *M. horneri*. I had received some little, black, desiccated tubers the preceding fall and had planted them with no knowledge of which was top or bottom of the tuber, with no hope of ever seeing them again. Imagine my pleasant surprise when I found their corner all aglow with the loveliest cobalt-blue (perhaps sky-blue, to the color expert) bells imaginable. The tubers require a long period of dry dormancy after they die down following the blooming period. But they are all worth the trouble it takes to keep them going.

My trials revealed one, *M. elongata*, from the mountains of Kashmir, which is not only easy to grow but can take its place in the front rank of the beauty parade. It reaches eight inches in height, with lovely blue-gray, narrow leaves and exquisite pale blue bells in spring. It did well for me in a scree soil in a lath-covered frame, but would probably be satisfied with any light, well-drained medium. It should be grown from fall-planted seeds.

### Aquilegia Oxyssepala

In the letter referred to at the beginning of these notes, the correspondent wrote as follows: "I hope you can name an out-of-the-ordinary columbine that is not too difficult to handle. I have been unable to do a thing with *Aquilegia alpina*, *A. glandulosa* and *A. jonesii*."

He can, I believe, find a solution to his problem in the Siberian species, *A. oxyssepala*, known in gardens as the early columbine. Although it

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#### LATH HOUSE GROWN POTTED LINERS

Grown outside in lath house one or more seasons.

	Each	Each
	Per 100	Per 1000
Barberry, <i>julianae</i> , 2 1/2-in. pot, 6 to 8 ins.	\$.16	\$.15
<i>Elaeagnus simoni</i> , 2 1/2-in. pot, 8 to 10 ins.	.15	.12 1/2
<i>Ilex aquifolium</i> , seedlings, 2 1/2-in. pot, 8 to 10 ins.	.15	.12 1/2
<i>Ilex crenata convexa</i> , 2 1/2-in. pot, 4 to 6 ins.	.15	.12 1/2
<i>Ilex crenata glabra</i> , 2 1/2-in. pot, 6 to 8 ins.	.15	.12 1/2
<i>Ilex crenata Green Thumb</i> , 2 1/2-in. pot, 4 to 6 ins.	.15	.12 1/2
<i>Ilex crenata holleri</i> , 2 1/2-pot, 2-yr., 4 to 6 ins.	.15	.12 1/2
<i>Ilex crenata holleri</i> , 4-in. pot, 3-yr., 6 to 8 ins.	.35	.30
<i>Ilex crenata hetzi</i> , 2 1/2-in. pot, 6 ins.	.15	.12 1/2
<i>Ilex opaca East Palatka</i> , 3-in. pot, peat, heavy, 10 to 12 ins.	.15	.12 1/2
<i>Nandina domestica</i> , 2-in. rose pot, 8 to 10 ins.	.12 1/2	.10
<i>Osmanthus fortunei</i> , 2 1/2-in. rose pot, 4 to 6 ins.	.17 1/2	.15
<i>Viburnum burkwoodi</i> , 2 1/2-in. rose pot, 8 to 10 ins.	.12 1/2	.10
<i>Viburnum chenaultii</i> , 2 1/2-in. rose pot, 8 to 10 ins.	.12 1/2	.10
<i>Thuja occidentalis compacta erecta</i> , 2 1/2-in. rose pot, heavy, 6 to 8 ins.	.16	.14
<i>Thuja occidentalis</i> , Dark Green, 2 1/2-in. rose pot, heavy, 6 to 8 ins.	.16	.14
<i>Thuja occidentalis globosa</i> , 2 1/2-in. rose pot, heavy, 6 to 8 ins.	.16	.14
<i>Thuja orientalis Baker's</i> , 2 1/2-in. rose pot, 8 to 10 ins.	.17 1/2	.15
<i>Thuja orientalis, Blue Cone</i> , 2 1/2-in. rose pot, 8 to 10 ins.	.17 1/2	.15
<i>Thuja orientalis, Mayhews</i> , 2 1/2-in. rose pot, 6 to 8 ins.	.17 1/2	.15
<i>Thuja orientalis newarkii</i> , 2 1/2-in. rose pot, 8 to 10 ins.	.18	.16
<i>Chamaecyparis plumosa, Green</i> , 2 1/2-in. pot, 6 to 8 ins.	.15	.12 1/2
<i>Chamaecyparis plumosa, Golden</i> , 2 1/2-in. pot, 6 to 8 ins.	.15	.12 1/2
<i>Juniper, chinensis hetzi</i> , 2 1/2-in. pot, 8 to 10 ins.	.17 1/2	.15
<i>Juniper, chinensis hetzi</i> , beer cans, 12 to 15 ins.	.22 1/2	.20

#### BED-GROWN LINERS FROM LATH HOUSE

<i>Boxwood, harlandi</i> , beds, heavy, 8 to 10 ins.	.20	.17 1/2
<i>Euonymus alatus compactus</i> , beds, 4 to 6 ins.	.16	.15
<i>Euonymus fortunei argenteo-variegatus</i> , beds, 4 to 6 ins.	.15	.12 1/2
<i>Euonymus fortunei compactus</i> , beds, 8 to 12 ins.	.12 1/2	.10
<i>Euonymus microphyllus</i> , beds, heavy, 4 to 6 ins.	.15	.12 1/2
<i>Euonymus radicans</i> , beds, 10 ins.	.15	.12 1/2
<i>Euonymus radicans</i> , upright, beds, 8 to 12 ins.	.15	.12 1/2
<i>Ilex crenata convexa</i> , seedlings, 2-yr., beds, 10 to 12 ins.	.15	.12 1/2
<i>Ilex crenata rotundifolia</i> , beds, light, 6 to 8 ins.	.12 1/2	.10
<i>Ligustrum lucidum Suwannee River</i> , beds, 6 to 8 ins.	.35	.30

#### HEAVY FIELD-GROWN LINERS

All two-year, field-grown liners have been root-pruned and trimmed several times.

	Each	Each		Each	Each
	Per 100	Per 1000		Per 100	Per 1000
<i>Juniper, Andorra</i>			<i>Juniper, Pfitzer compacta Nicks</i>		
1-yr., 6 to 8 ins.	\$.12 1/2	\$.10	1-yr., 6 to 8 ins.	.17 1/2	.15
1-yr., 8 to 12 ins.	.15	.12 1/2	2-yr., 8 to 12 ins.	.22 1/2	.20
<i>Juniper, chinensis albo-variegata</i>			<i>Juniper, Pfitzer compacta Kallay</i>		
2-yr., 8 to 12 ins.	.25		1-yr., 6 to 8 ins.	.17 1/2	.15
<i>Juniper, chinensis hetzi glauca</i>			2-yr., 8 to 12 ins.	.22 1/2	.20
1-yr., 6 to 8 ins.	.12 1/2	.10	<i>Juniper, Pfitzer Blue (Mayhews)</i>		
1-yr., 8 to 12 ins.	.15	.12 1/2	2-yr., 10 to 12 ins.	.25	.22 1/2
2-yr., 8 to 12 ins.	.17 1/2	.15	<i>Juniper, Pfitzer nana (Armstrong's)</i>		
2-yr., 12 to 15 ins.	.20	.17 1/2	1-yr., 6 to 8 ins.	.17 1/2	.15
<i>Juniper, chinensis maneyi</i>			<i>Juniper, sabina</i>		
1-yr., 6 to 8 ins.	.25	.22 1/2	1-yr., 6 to 8 ins.	.12 1/2	.10
1-yr., 8 to 12 ins.	.27 1/2	.25	2-yr., 10 to 12 ins.	.17 1/2	.15
<i>Juniper, excelsa stricta</i>			<i>Juniper, sabina Arcadia</i>		
1-yr., 6 to 10 ins.	.12 1/2	.10	1-yr., 6 to 8 ins.	.25	
2-yr., 8 to 12 ins.	.17 1/2	.15	<i>Juniper, sabina horizontalis</i>		
<i>Juniper, fastigiata</i>			1-yr., 8 to 10 ins.	.25	
1-yr., 8 to 12 ins.	.12 1/2	.10	<i>Juniper, sabina vonehron</i>		
2-yr., 12 to 15 ins.	.15	.12 1/2	1-yr., 6 to 8 ins.	.12 1/2	.10
<i>Juniper, communis depressa aurea</i> (Golden Canadian)			<i>Juniper, virginiana repandens</i>		
1-yr., 8 to 10 ins.	.17 1/2	.15	1-yr., 6 to 8 ins.	.15	.12 1/2
2-yr., 10 to 12 ins.	.22 1/2	.20	2-yr., 8 to 10 ins.	.17 1/2	.15
<i>Juniper, chinensis pfitzeriana</i>					
1-yr., 8 to 10 ins.	.17 1/2	.15			
2-yr., 10 to 12 ins.	.20	.17 1/2			

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(*Cercis canadensis alba*)

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	Each	Each
	18 to 24 ins.	4 to 5 ft.
	\$.125	\$.225
	2 to 3 ft.	5 to 6 ft.
	1.75	2.50
	3 to 4 ft.	2.00

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lacks some of the beauty of, say, A. alpina, it makes up for it by its ease of culture. Farrer called it "very free-flowering and very early, one of the best of all." That is high praise, indeed, from that high critic. "Hortus" gives it a height of two and a half feet; Farrer says two feet; I made a special point of recording a height of 15 to 18 inches on our plants when the notes were written at the time they were in my trials. There is some variance in the different reports on flower color, so I give what I find in my own notes: Sepals solid blue, exceeding the petals, which are daintily tipped white; the spurs are short and curved inward, not showing to much extent. One of the things I liked about the plant was its permanent foliage, being on a par with most short-spurred kinds instead of the thin, delicate leaves of the long-spurred kinds which die down soon after flowering. Its flowering season certainly earns it the common name of early columbine. Here it bloomed with the Darwin tulips, opening up a wide avenue of landscape possibilities.

### Saxifraga Cotyledon

The gardener can quickly run into real difficulties when he gets in the saxifraga group, especially if he happens to start with the kabschias, which are impossible in the climate of the midwest. But he will find many that are easy to grow among the silver types, and some are of surpassing beauty. For instance, if he chooses S. cotyledon, he will have one of the loveliest of all garden plants and one that should offer no serious cultural problems.

As available in gardens, S. cotyledon is a highly variable plant, but it is always lovely in its big, silvery rosettes and ample spikes of spotted, white flowers. I do not know just what the type should be, and it probably is of little consequence so far as the gardener is concerned; the one

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HALL'S HONEYSUCKLE  
2-yr., T. .... 60.00

SUGAR MAPLE  
12 to 18 ins., S. .... 45.00

OXYDENDRUM ARBOREUM  
(Sorrel Tree) .... 50.00

Write for prices on flowering shrubs,  
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generally available under that name will eventually spread out a broad mat of large rosettes (to six inches across in the type and even a foot in a variety found in Iceland) from which spring stout stems to a foot or more in height (two feet under good conditions) bearing a great spike of large, pink-flecked, white flowers (occasionally one obtains a plant with pure snow-white flowers in a batch of seedlings). It is an accommodating plant, doing well in almost any garden soil.

The finest specimen that I ever grew was in rich soil (rotted manure) on the northeast side of a large apple tree, where it was shaded from about noon onward. Most spectacular results will follow, I believe, a planting in rich soil. There it should eventually make a broad mat of its silvery rosettes, and there it will give the best account of itself in flowers. One reads of its being monocarpic, but that is not correct. The opinion must have sprung from the fact that the individual that produces the flower spike dies after blooming, but in the meantime it has, if it is happily situated, left other rosettes to carry on the cycle of beauty. That fact alone will suggest the best method of increase—division.

#### Erodium Macradenum

The correspondent wrote that wall gardening was increasing in popularity in his section, necessitating a larger stock of wall plants. He had tried three or four erodiums, including *E. chamaedryoides* roseum and *E. corsicum*, usually the most readily available, but had found them wanting in hardiness. Now, he wonders if there is one that would be hardy in the south wall in his climate.

The first one to come to my mind was *E. macradenum*, from the high Pyrenees. It is not the loveliest of its kind, but a tuft of ferny, green leaves makes it an excellent wall ornament, and a generous production of flowers in early summer, as I remember it, adds to its value. Although it has been in my trials two or three times, I do not find a single note on it, so I shall have to rely on a faulty memory. The books are not of much help, either, for the three authors consulted, Bailey, Farrer and Mrs. Wilder, are far from being agreed. "Hortus" calls the flowers purple with dark spots; Farrer says pink with a black blotch of radiating darkness; Mrs. Wilder saw the flowers as being white, the lower petals veined with crimson and the two upper ones blotched with dark purple. All agree about the beauty of

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#### PEACH

June Buds	Each
3 to 4 ft., br. ....	\$0.35
30 to 36 ins., br. ....	.27½
24 to 30 ins., br. ....	.22½
18 to 24 ins., br. ....	.17½
12 to 18 ins. ....	.12½

Mayflower  
Dixied  
Redcap  
Sunhaven  
Sullivan Elberta  
Golden Jubilee  
Halehaven  
Jerseyland  
Redhaven  
Ranger  
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Triogem  
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Elberta  
J. H. Hale  
Rio Oso Gem  
Georgia Belle  
Redskin

#### PEACH

1-yr., extra-nice	
7/16-in. cal., 3 to 4 ft., well-br. ....	.35
9/16-in. cal., 4 to 5 ft., well-br. ....	.40
11/16-in. cal., 5 to 6 ft., well-br. ....	.45
1-in. cal. and up, 6 to 7 ft., well-br. ....	.50
Varieties in 1-yr. Peach same as on June Buds given above.	

#### CHERRY

5/16 to 7/16-in. cal. ....	.40
7/16 to 9/16-in. cal. ....	.50
9/16 to 11/16-in. cal. ....	.60
11/16-in. cal. and up ....	.70

Early Richmond  
Montmorency

Black Tartarian  
Gov. Wood

#### PEAR

5/16 to 7/16-in. cal. ....	.35
7/16 to 9/16-in. cal. ....	.45
9/16 to 11/16-in. cal. ....	.50
11/16-in. cal. and up ....	.60

Ayer  
Bartlett  
Carrick

Kieffer  
Morgan  
Orient

#### APPLE

	Each
2 to 3 ft., 1-yr., graft whips. ....	\$0.20
3 to 4 ft., 1-yr., graft whips. ....	.30
4 to 5 ft., 1-yr., graft whips. ....	.35
7/16 to 9/16-in. cal., 2-yr., br., grafts ....	.30
9/16 to 11/16-in. cal., 2-yr., br., grafts ....	.35
11/16 to 1-in. cal., 2-yr., br., grafts ....	.45
1-in. to 1½-in. cal., 2-yr., br., grafts ....	.55
1½-in. cal. and up, jumbo size, br., grafts ....	.65
Yellow Transparent Dark Red Jonathan	
Ida Yellow Delicious	
Early Harvest Dark Red Stayman	
Anoka Red Rome Beauty	

#### 5-N-1 APPLE

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Five different varieties budded on one tree—Yellow Delicious, Red Delicious, Stayman Wineap, Yellow Transparent and Rome Beauty. Nice well-branched trees.

9/16 to 11/16-in. cal., br. ....	Each
11/16 to 1-in. cal., br. ....	\$1.00
1-in. cal. and up, br. ....	1.15
¾-in. cal. and up, br. ....	1.25

#### PLUM, APRICOT, PRUNE and NECTARINE

12 to 18 ins., June Buds ....	.20
18 to 24 ins., June Buds ....	.25
2 to 3 ft., June Buds, well-br. ....	.30
3 to 4 ft., June Buds, well-br. ....	.40
3 to 4 ft., 1-yr., well-br. ....	.40
7/16-in. cal. ....	.40
4 to 5 ft., 1-yr., well-br. ....	.50
9/16-in. cal. ....	.50
5 to 6 ft., 1-yr., well-br. ....	.60
11/16-in. cal. ....	.60
Bruce Plum Moorpark Apricot	
Methley Plum Stanley Prune	
Garden State Nectarine	

### SHADE AND ORNAMENTAL TREES

#### MALUS

(Flowering Crab Apple)	Each
Dolgo, Eleyl, Flortbunda, Hopa, Red Silver, Red-vein	
18 to 24 ins., 1-yr., graft whips. ....	\$0.25
2 to 3 ft., 1-yr., graft whips. ....	.30
3 to 4 ft., 1-yr., graft whips. ....	.35
4 to 5 ft., 1-yr., graft whips. ....	.45
3 to 4 ft., 2-yr., br., grafts. ....	.50
4 to 5 ft., 2-yr., br., grafts. ....	.60
5 to 6 ft., 2-yr., br., grafts. ....	.75

#### PRUNUS PERSICA

(Flowering Peach)	
Double Red, Double White, Redleaf (Fruiting)	
12 to 18 ins., June Buds. ....	.20
18 to 24 ins., June Buds. ....	.25
2 to 3 ft., June Buds, well-br. ....	.30
3 to 4 ft., June Buds, well-br. ....	.40
3 to 4 ft., 1-yr., well-br., 7/16-in. cal. ....	.40
4 to 5 ft., 1-yr., well-br., 9/16-in. cal. ....	.50
5 to 6 ft., 1-yr., well-br., 11/16-in. cal. ....	.60

#### ACER DASYCARPUM

(Silver Maple)	Each
8 to 10 ft., T., well-br., tops, 1¼ to 1½-in. cal. ....	\$1.00
10 to 12 ft., T., well-br., tops, 1½ to 2-in. cal. ....	1.50
12 to 14 ft., T., well-br., tops, 2-in. cal. and up ....	1.75

#### CERCIS CANADENSIS

(American Redbud)	
6 to 8 ft., T., well-br. ....	.90
8 to 10 ft., T., well-br. ....	1.25

#### ULMUS PUMILA

(Chinese Elm)	
8 to 10 ft., T., well-br. ....	1.25
10 to 12 ft., T., well-br. ....	1.50

#### PRUNUS NEWPORT

(Purple-Leaved Plum)	
12 to 18 ins., June Buds ....	.20
18 to 24 ins., June Buds ....	.25
2 to 3 ft., June Buds, well-br. ....	.30
3 to 4 ft., June Buds, well-br. ....	.40
3 to 4 ft., 1-yr., well-br., 7/16-in. cal. ....	.40
4 to 5 ft., 1-yr., well-br., 9/16-in. cal. ....	.50
5 to 6 ft., 1-yr., well-br., 11/16-in. cal. ....	.60

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STANDARD and DWARF

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WELL-SHEARED TREES

We have these available in sizes ranging  
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Dogwoods of Named Varieties  
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Flowering Peach, Forsythia, Crab  
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**FRUIT and ORNAMENTAL  
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Reliable exporters for general nursery  
stock since 1922.

Catalog on application

the foliage, the black blotch, its ease of culture in the good drainage of a wall, its floriferousness and the fact that the type is among the hardiest of the lot. Its height of a foot or less fits it for many garden roles.

It did well in light soil on the flat surface of frames, but would probably do better in a wall or with attention to drainage in a heavy soil. It comes readily from seeds, when available. Most erodiums that I have tried come easily from root cuttings taken in early spring and from stem cuttings from old wood in summer; so I believe my present plant will do the same.

## Scabiosa Fischeri

The correspondent also wrote: "I do not suppose there is another scabiosa resembling *S. caucasica* that can take the place of that inconstant gem, but I would be willing to settle for less—quite a little less—if I could find an easy doer. I do not understand why *S. caucasica* should be so temperamental with me, for I have seen it behaving beautifully in Maine gardens, but I cannot depend upon it at all."

Most gardeners in the midwest have the same complaint to make about *caucasica*, and some have come to depend upon *S. fischeri*, which is a worthy substitute for it. It may take some searching to find true *fischeri*, for there seem to be at least two inferior plants masquerading under its banner. It can be easily recognized by its splendid behavior under quite adverse conditions in producing an abundance of dark blue pincushions of fairly large size on graceful stems to two feet or more in height. The flowering season is long, lasting much of the summer if seeds are not allowed to form. It is easy to grow from seeds.

## PERSONNEL—ARROWHEAD

[Continued from page 9]

To clear away the communications barriers, management must work with its one and only "tool," itself, and that is where the problem begins. Everyone puts up a front, or facade. This front is the way one appears to the public or those who do not know one intimately. In fact, one believes his own facade. It is difficult for one to know his own shortcomings, since one rarely takes a look at himself. Most people never see any more than the facade. However, there are some things which other people recognize that one does not or will not see one's self. And, of course, there is the subconscious area, which is largely unknown to anyone, including one's self. Is it any wonder then, that there

# A NEW DWARF HOLLY

**ILEX CORNUTA DWARF BURFORD**



4-yr.-old branches of *Ilex cornuta f. burfordi* (left) and *Ilex cornuta Dwarf Burford*.

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A dwarf, glossy-leaved, evergreen, red-fruited holly, excellent for foundation and specimen planting. In six years from cuttings, plants developed into compact growth 18x18 ins.

4-in. pot plants, grown in open beds, 5 to 7 ins., **\$8.50** per 10; **\$75.00** per 100; 50 at 100 rate. 7 to 9 ins., **\$10.00** per 10; **\$90.00** per 100; 50 at 100 rate.

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## FERGER LANDSCAPE CO.

*Home of the Dwarf Burford Holly*

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**Wilmington, N. C.**

*Photo Courtesy of American Horticultural Society and U. S. National Arboretum*

is often a real lack of understanding between two persons, especially with the probable additional barriers posed by the employee-employer relationship.

To illustrate how basic the communications difficulty can be, Dr. Massarik had one of the group ask another, as if he were his employee, to move a bucket from one spot to another. This seemed like the simplest of requests, yet the reaction of the group members varied tremendously, as they put themselves in the employee's position.

Reactions ranged from "Okay" to "Why?" to "Move the blankety-blank bucket yourself!" In other words, what everyone heard was the same; how it was said was a highly variable factor. This is the crux of the problem. In communicating, the content, or "what," is easy, but the process, or "how," is much more difficult. In addition to the words themselves, the meaning of what one says will be influenced by his tone of voice, facial expression, gestures and

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over-all appearance. In the end result, what the employee hears when he is asked to move the bucket will depend upon his over-all relationship with his employer.

Reactions to a simple command may be felt by an employee, but he is not likely to express them overtly. Likewise, the employer is constantly evaluating and judging the employee—also implicitly—most of the time. He does not communicate his feelings as incidents occur. Finally he becomes so annoyed that he fires the

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**GLOXINIAS**

**HARDY LILIES**

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**UNUSUAL BULBS**

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employee, whose reaction might well be, "What did I do? You never told me." It is a rule of all personal relationships that it is better to settle minor problems as they occur, rather than to let them smolder, accumulate and grow until there is an explosion.

### Judging Character by Cues

Since one does not know all about other people, one actually judges them by cues that are picked up. The cues received are influenced by such things as similarities to or differences

## Pyracantha




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**Formosana, Wonderberry,**  
heavily berried, egg cans. \$1.75

**Wight's Early Red**—new, with  
red berries by Sept. 1, egg  
cans . . . . . 2.00

**Formosana, Wonderberry,**  
**Lalandi**, few if any berries,  
1-gal. cans . . . . . .75

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**300,000 HALL'S HONEYSUCKLE**  
2-yr., well-rooted, T.

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Birch, Gum, Maple, Sycamore

**10,000 LOMBARDY POPLARS**  
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Ilex, Arborvitae, Juniper  
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**ORNAMENTAL CRAB APPLES,**  
by A. F. den Boer. 226 p., illus. (1959). \$4.95.  
American Nurseryman Chicago 4, Ill.

from one's self; idiosyncracies or unique features; attitudes about people generally, and group memberships, such as gender, job, education, clubs, etc. One should remain open to positive and negative cues to adjust the picture.

Thus, one actually uses a "sampling" manner of understanding people. One leaps from the known to the unknown. Based on what one knows, one asks, "what will the person do in a given situation?" This is really what one goes through in the hiring process. Naturally, one desires to lessen the risk of the leap.

Dr. Massarik discussed application forms, various types of interviews and tests. All these phases of the hiring process are really attempts to obtain cues by which to judge the prospective employee. As in any attempt to learn about another person, or one's self, one must be able to "hear" what the applicant is trying to tell. It is difficult to learn about "people problems" alone. While one's self is the "tool" to work with, he needs to learn from others. They serve as a sounding board and feed back information. To be able to receive such information, one must want to receive it.

### MONTANA-WYOMING MEET

[Continued from page 18]

affect the movement of the gas in the soil. Therefore, the soil should be prepared the best way possible before one applies the fumigant.

The evening banquet speaker was S. John Schile, vice-president and manager of Advertising Associates, Inc. "Competition is just as keen in advertising as it is in marketing," said Mr. Schile, in pointing out the necessity of maintaining a consistent advertising program in business. Advertisements compete for the reader's interest. Unless they are read, they cannot stimulate traffic effectively. Therefore it is imperative to prepare advertisements as carefully as one would hire an employee.

### Round-Table Session

In the morning, the convention group gathered for a round-table discussion of nursery and turf problems. The panel consisted of Bill Smart, Shenandoah Nurseries, Shenandoah, Ia.; Larry Gallagher, Morton Chemical Co.; Don Merkley, and Paul Morup. Some of the highlights of the discussion were: The use of Wilt-Pruf is excellent for transplanting evergreens and prevents winterburn. To clean the sprayer after using Wilt-Pruf, use a strong detergent and hot water. Use of a dormant spray on spruce scale is not so effective as a

### Pink Dogwood

(Cornus florida rubra)

	Each	Per 100
1-yr., 6 to 12 ins. . . . .	\$0.40	\$0.35
1-yr., 12 to 18 ins. . . . .	.50	.45
1-yr., 18 to 24 ins. . . . .	.60	.55
1-yr., 24 to 30 ins. . . . .	.85	.75
1-yr., 30 to 36 ins. . . . .	1.00	.90
2-yr., 3 to 4 ft. . . . .	1.50	1.40
2-yr., 4 to 5 ft. . . . .	2.50	2.25
2-yr., 5 to 6 ft. . . . .	3.00	2.75

### White-Flowering Dogwood

(Cornus florida) 2-yr.

4 to 5 ft., br. . . . .	1.25	1.00
3 to 4 ft., br. . . . .	.90	.60
2 to 3 ft., br. . . . .	.50	.40
18 to 24 ins., br. . . . .	.25	.20
12 to 18 ins., br. . . . .	.10	.08

### Flowering Crab Apple

Eleyi, Hopa and Almey

1-yr., 2 to 3 ft., whips . . .	.30	.25
1-yr., 3 to 4 ft., whips . . .	.35	.30
1-yr., 4 to 5 ft., whips . . .	.45	.40
2-yr., 3 to 4 ft., br. . . . .	.45	.40
2-yr., 4 to 5 ft., br. . . . .	.60	.50
2-yr., 5 to 6 ft., br. . . . .	.75	.65

(For Almey, add 15c a tree.)

### Flowering Peach

Red, White, Pink and Peppermint

12 to 18 ins. . . . .	.15	.13
18 to 24 ins. . . . .	.25	.20
2 to 3 ft. . . . .	.30	.25
3 to 4 ft. . . . .	.35	.30
7/16 to 9/16-in. cal. . . . .	.40	.35
9/16 to 1 1/16-in. cal. . . . .	.45	.40

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### EVERGREENS

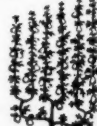
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Potted Liners

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**NURSERY**  
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For retail sales. Malling No. 11, VII and IX rootstock. Hardy, northern-grown 1-year and 2-year old trees, guaranteed free from insect pests and plant disease. Send today for wholesale prices.



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Dept. A, Port Chester, N. Y.

ALL TREES  
GRAFTED



spray that is used when the scale is on the move. The scale moves between May 15 and June 15 and should be sprayed twice during this period for best results.

Ragged Robin is proving better than *R. multiflora* as a rose understock in Montana. Also, planting rosebushes four to six inches deeper than the graft results in a much better survival rate from winter kill.

After luncheon Lin Mercil, of the Morton Chemical Co., spoke briefly about three of his company's products. Panodrench, a fungicide that is used successfully for damping-off and has a lasting residual effect; Panogen, a turf spray that is controlling a large band of turf diseases, including fairy-ring, and Z. I. P., a repellent that is painted or sprayed on plants to prevent damage by animals, notably deer and rabbits.

#### Lawn Problems

The group then went on a tour with Rudy Dixon, superintendent of grounds at the Missoula Country Club. He showed examples of lawn diseases and troublesome weeds and discussed different controls. To control the mouse-eared chickweed on the greens, he first bruised the plant severely with his foot, causing it to bleed, and then made an application of arsenic, which burns it out. The fertilizing program followed is application of a 16-20-0 formula for spring feeding and a nonburning fertilizer for a summer feeding. The fall feeding is a fertilizer without nitrogen, which allows the grass to mature properly.

The final business meeting concluded with the election of officers as previously reported.

#### PERSONNEL—SAGAMORE

[Continued from page 9]

agement can become more effective in obtaining results. It was related that as long as a person is driving others those persons are not on his team. They work for him, but not with him. Also, employees should know the lines of authority and their own responsibilities in a business. It was thought a good idea to prepare a chart showing the flow of authority from top management to the bottom, defining areas of responsibility.

What is the best time to train employees in a retail garden store was discussed. Noon was considered the best time, the employees being asked to take 15 minutes from their lunch period with 15 minutes from the regular work day. It was suggested that a garden center should find the time when the least number of customers

## Quality, Nursery-Grown SHADE TREES and Other Items

Sugar Maple, 3-in. cal. and smaller  
Silver Maple, 3-in. cal. and smaller  
Red Maple (*rubrum*), 1½ to 2-in. cal., 8 to 10 ft. and 6 to 8 ft.  
Green Ash, 2½-in. cal. and smaller  
Hackberry, 8 to 10 ft. and 6 to 8 ft.  
Honey Locust, Thornless, 2½-in. cal. and smaller  
Pin Oak, 3-in. cal. and smaller  
Willow Oak, 2½-in. cal. and smaller  
American Linden, few 3-in. cal., also 6 to 8 ft. and 8 to 10 ft.  
Redbud, 2½-in. cal. and smaller  
Sweet Gum, 2½-in. cal. and smaller  
Tulip Poplar, 3-in. cal. and smaller  
Sycamore, 3-in. cal. and smaller  
European Mountain Ash, 8 to 10 ft. and 6 to 8 ft.  
Chinese Elm, all sizes 6-in. cal. and smaller  
Cornus florida and *Cornus florida rubra*, 7 to 8 ft. and smaller  
Purple Fringe, 6 ft. and smaller  
Oak-Leaved Hydrangea, 3 to 4 ft., heavy br.  
Flowering Crab Apple, 8 best varieties, 1½-in. cal. and smaller  
Apple, 22 best varieties, 1 and 2-yr., heavy br., all sizes  
Peach, 38 best varieties, 1-yr., 1-in. cal. and smaller  
Pear, six varieties, 1 and 2-yr.  
Double-Flowering Peach, in quantity and quality  
Apricot, Nectarine, Plum, including Purpled-Leaved  
Call or write for prices, but best come and see the quality, quantity and values to be had. Whether you want 100, 1000, 10,000 or more, you will profit by dealing with:

## SHAHAN NURSERIES

Phone: GL 5-3279

Tullahoma, Tenn.

**HAVE YOU TRIED PERENNIALS?**, by C. H. Potter. Propagation, soil, field care, marketing and other important data. 160 p., illus. (1959). **\$3.00.**  
American Nurseryman 343 S. Dearborn St. Chicago 4, Ill.

#### 300 Acres of Top-Quality Evergreens

Competitive prices—Dependable service  
Cook Nurseries, Cook-Monroe Nurseries  
MONROE NURSERIES OF CROSSVILLE, ALABAMA, INC.  
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#### AZALEAS

Broad-leaved Evergreens and a general line of quality ornamentals.

THE TANKARD NURSERIES  
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#### EVERGREEN GRAFTS POTTED LINERS CONTAINER STOCK

Ask for our latest list.

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Dover, Okla.

#### FRUIT TREES Dwarf and Standard

Send for Wholesale List  
KELLY BROS. NURSERIES, INC.  
Dansville, N. Y.

## TENNESSEE-GROWN STRAWBERRY PLANTS!

Passed Double State Inspection

	Per 1000
<b>Early Varieties</b>	
Blakemore .....	\$ 6.00
Florida 90 .....	8.00
Missionary .....	7.00
Premier .....	8.00
Dunlap .....	8.00
Dixieland .....	10.00
Tennessee Shipper .....	8.00
<b>Late Varieties</b>	
Sparkle .....	8.00
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Tennessee Beauty .....	8.00
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Catskill .....	10.00
Empire .....	8.00
Pocahontas .....	12.00
Klondike .....	8.00
<b>Everbearing Varieties</b>	
Gem .....	12.00
Superfection .....	12.00
Streamliner .....	15.00

\* Prices quoted are for delivery express collect.

\* Write for prices on large orders delivered by truck.

Over four million, new crop, 18 different varieties. All plants tied 26 to a bundle and labeled. All orders filled promptly, large or small. Fresh dug plants or cold storage plants.

### ROGERS' BERRY FARM

Tommy Rogers  
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## BIG, FINE SPECIMEN PLANTS

OF

*Ilex convexa, rotundifolia,  
and burfordi*

5 to 6 ft. and 6 to 6½ ft.,  
specimens.

Red-Berried American  
Holly, specimens, 20 ft. and  
more. Pin Oaks, 2½ to 6-in.  
cal., fine vigorous trees.

**WILLIAMS & HARVEY NURSERY**  
3608 W. Cary St.  
Richmond, Va.

are about and close operations for an hour or two for sales training. Records of sales activity can be kept to learn the optimum time for closing.

Continuing the talks Wednesday night, one nurseryman complained that his workers were always in debt and asked methods of handling the problem. One firm has a welfare fund that is available for loans. Other firms dismiss an employee if he seems constantly in debt.

It was believed that employment agencies are poor sources from which to obtain workers, although state employment agencies can be used to good advantage.

In a discussion of bonuses as incentives, it was stated that these often become automatically expected by employees, although management may not feel it can bestow them in years when business profits are low. Regarding older workers, it was thought that 65-year-old employees can be put on part-time work or placed in a position with less responsibility.

Resuming the personnel topic Thursday morning, August 25, Professor Hable stated that a business should try to select its workers and then place them properly. Job descriptions should be given workers. Employees should know what responsibilities they have and to whom they are responsible. Pay scales should be studied so as to maintain equal rates for jobs of the same caliber and give higher rates for more difficult jobs. Standards of work should be set as necessary to be reached before an employee is entitled to a raise.

It was stated that a firm should utilize an employment application blank, as this helps to reduce bias and also aids in obtaining information systematically. If there is a gap in the employment record listed, the employer should seek the reason for it. Also, it was stated that something to indicate the physical health of the individual should appear on the application blank.

Professor Hable suggested that an employer should first try to decide how he would like to be treated in a given situation and then proceed accordingly with relation to an employee. The Golden Rule, he emphasized, should be applied in business.

After hiring a new employee, one should give him instructions on general things, such as the lunch period, where he can eat and where other facilities are available. The more one does to get an employee on his team, the better, emphasized Professor Hable.

On the subject of delegating au-

## SPECIAL B&B CHRISTMAS TREES For GARDEN CENTERS

(In Lots of 100)

Delivered prices for states of: Virginia, Indiana, West Virginia, Kentucky, Pennsylvania, Delaware, New Jersey, New York, Connecticut, Massachusetts, Rhode Island.

	Each
5000 <i>Abies fraseri</i> (Balsam) 18 to 24 ins.....	\$2.00
2500 White Pine, sheared 18 to 24 ins.....	2.00
2500 Canadian Hemlock, sheared 18 to 24 ins.....	2.75

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Pineola, N. C.  
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## Hardy, Northern-Grown DWARF MALLING ROOTSTOCK

E. M. IX, VII, II and  
Clark Dwarf Scions  
New woolly-aphid resistant  
Malling-Merton  
No. 104, 106, 109, 111  
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Available in transplanted stock and rooted layers. Generously graded.

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## CHRISTMAS TREES

Beautifully sheared Scotch  
Pine in a variety of sizes  
from 3 ft. to 8 ft.

Can ship in either carloads  
or semiloads.

### RICHARDSON FARMS

Pontypool, Ont., Canada  
Shipping Christmas trees since 1947.

## Better Liners OF THE Better Kinds

Here are a **FEW CHOICE ITEMS** from our List

	Per 100	Per 1000		Per 100	Per 1000
<i>Aronia brilliantissima</i> , 1-yr., S. ....	\$10.00	\$ 90.00	<i>Rhus cotinus</i> , 1-yr., S. ....	\$ 9.00	\$ 80.00
<i>Cercis canadensis</i> , 1-yr., S. ....	9.00	80.00	<i>Sophora japonica</i> , 1-yr., S. ....	15.00	125.00
<i>Cercis chinensis</i> , 1-yr., S. ....	10.00	90.00	<i>Tilia tomentosa</i> , 1-yr., S. ....	15.00	125.00
<i>Cornus florida</i> , 1-yr., S. ....	6.00	50.00	<i>Viburnum betulifolium</i> , 1-yr., S. ....	15.00	125.00
<i>Cornus mas</i> , 1-yr., S. ....	10.00	90.00	<i>Viburnum carlesi</i> , 1-yr., S. ....	20.00	180.00
<i>Cornus officinalis</i> , 1-yr., S. ....	12.00	100.00	<i>Viburnum lentago</i> , 1-yr., S. ....	12.00	100.00
<i>Cotoneaster divaricata</i> , 1-yr., S. ....	9.00	80.00	<i>Viburnum setigerum</i> , 1-yr., S. ....	15.00	125.00
<i>Magnolia glauca</i> , 1-yr., S. ....	12.00	100.00	<i>Viburnum sieboldi</i> , 1-yr., S. ....	15.00	125.00
			<i>Viburnum wrightii</i> , 1-yr., S. ....	18.00	150.00

Properly GROWN, Properly GRADED, Properly PACKED

Write for complete Price List



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# GULF STREAM NURSERY INC.

WACHAPREAGUE, VIRGINIA

thority, he said it is difficult for a nurseryman to keep his hands off things. An employee is only too happy to have someone show him how to do his job while he stands back and does nothing but watch, stated Professor Hable.

The speaker thought that anyone in management should try to delegate so much authority that he is on the verge of losing his own job. It is necessary to decide what can be delegated and what cannot. The employer should write out what can be delegated, and if the right person is available, give him a little training. Then let the employee try to carry out the job without interference. Instead of standing over him on the job, sit down with him occasionally and discuss how his work is coming along. It was brought out that Sears Roebuck & Co. and the Woolworth Co. are schooling their sales help to sell nursery stock. Professor Hable said that if discipline is used as punishment, trouble will follow. Actually, discipline is a method of training, and if it is applied to one person, it should have effect on the whole organization. All employees are aware of how punishments are carried out.

A nurseryman declared that in his business he passed out a questionnaire to learn the "gripes" of the

### COMPLETE WHOLESALE PRICE LIST NOW READY FOR MAILING

### LINING-OUT and FINISHED STOCK TREES — FLOWERING SHRUBS PRIVET—VINES—EVERGREENS

Write for your copy today if not on our mailing list.

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for the Nurseryman and Forester.  
Write for catalog.

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SANDWICH, MASS.

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SEEDS—PLANTS—BULBS  
Perhaps America's largest list of unusual plant materials.

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### THE GRAFTER'S HANDBOOK

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Covers almost every known method of grafting. Describes seeding and vegetative propagation of rootstocks, handling of scion wood, choice and use of tools. 260 p. Revised edition. (1958) \$5.75, postpaid.

**AMERICAN NURSERYMAN**  
343 S. Dearborn St. Chicago 4, Ill.

### DE GROOT BULB CO.

HOLLAND AND DOMESTIC BULBS

for Spring and Fall

Write for wholesale price list.  
12-02 Ellis Ave., Fair Lawn, N. J.

### SEED CHESTNUTS

*Castanea mollissima* orders taken for fall, 1960, crop. 50¢ per lb. F.O.B. Trappe, Md. Lower prices for large quantities.

**COMPTON FARM**  
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**Imperial Nurseries**  
DIVISION A.S.T. CORPORATION

P. O. Box 1000      East Hartford, Conn.

24 Potted  
**Amaryllis**,  
8 to 10 ins.  
circ., in  
display  
carton

**\$20.40**  
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Windsor,  
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Available  
from  
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## OCTOBER SPECIAL! PEARS FOR NOVEMBER DELIVERY

**PEARS** — Dormant bud on calleryana seedlings, heavy branched.  
The Best Pears We Have Ever Grown.  
50 assorted trees at 100 rate. Tied 10 to bundle.

	Each	100 rate
3 to 4 ft., 7/16-in. cal., br. ....	50c	
4 to 5 ft., 9/16-in. cal., br. ....	60c	
5 to 6 ft., 11/16-in. cal., br. ....	70c	
6 to 7 ft., 1-in. cal. and up, br. ....	80c	

### VARIETIES

Keiffer  
Bartlett

Pineapple  
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Early Harvest

Packing free when cash accompanies order.  
WRITE FOR PRICES ON ROOT-WRAPPED TREES.

**Gilmore**  
**PLANT & BULB CO.**  
Julian, N. C.

## PINK DOGWOOD

	Each	Each
	Per	Per
	10	100
1-yr., 6 to 12 ins., B. R. . . . .	\$0.50	\$0.45
1-yr., 12 to 18 ins., B. R. . . . .	.60	.55
1-yr., 18 to 24 ins., B. R. . . . .	.90	.80
1-yr., 2 to 3 ft., B. R. . . . .	1.15	1.00
2-yr., 3 to 4 ft., B. R. . . . .	2.25	2.00

Write us for prices on larger sizes  
and our new price list.

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## QUALITY STOCK GROWN BY US

Cherokee Chief Red-Flowering Dogwood  
(Plant Patent No. 1710)  
Shade Trees, Flowering Trees, Ever-  
greens, Broad-Leaved Evergreens.

Write for wholesale list.

**HAWKERSMITH & SONS NURSERY**  
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Wholesale American and  
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## SEEDS

Collectors of Tree, Shrub and  
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Crude Drugs and Ornamentals  
**E. C. MORAN, Stanford, Mont.**

Wholesale Growers of Broad-Leaved  
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Ask for trade list.

**LINDLEY NURSERIES, INC.**  
P. O. Box H      Greensboro, N. C.

various employees. Those persons who complained about certain procedures were put in charge of them, and the responsibilities of the individuals were put in writing. This, he said, has worked out well; so far, no changes in this delegation of authority have had to be made.

In the "buzz session" on personnel problems Thursday afternoon, August 25, in which 27 nurserymen participated, it was asked how many firms had hospitalization benefits in force, and two thirds of the group raised their hands. Only two nurserymen present reported retirement plans in effect. A nurseryman in New York stated that he pays one half of the first week's wages when a nurseryman is absent due to sickness, and after that the employee collects unemployment compensation.

### Use of Meetings

It was thought wise to plan meetings between managers and supervisors, as this makes the latter feel important. Every so often the managers can meet with the employees, and it is well to acquaint them with the investment which the owner has in the business. The time of these meetings should be limited.

When the subject of hiring part-time employees came up, it was stated that some factories operate only 36 hours a week and employees of these firms who wish to earn additional money may be available for other work. Transient workers and school boys from 15 to 18 years old can also be hired. Teachers often have records on individuals who are available and will assist in hiring the pupils.

One nurseryman told the group he had figured out how much he paid his employees in fringe benefits, added this sum to the various employees' wages and then showed deduction of the amount on the paycheck. This way the various employees thought they were receiving a higher wage and became more cognizant of the cost of the fringe benefits they received.

It was brought out that a businessman must have considerable funds invested to provide a job for an employee, and he should let the latter know this. One nurseryman stated that in his local newspaper a businessman placed an advertisement for lathe operators at a wage of \$800 an hour. The company was flooded with inquiries, but the number of applicants was reduced to nothing when they were told that they had to bring their own lathes with them.

Professor Hable raised the subject in the Thursday evening's session of

For the Finest in  
**MAGNOLIA GRANDIFLORA**  
 and  
**CHERRY LAUREL**

Come to  
**BIG RIVER NURSERY**

Dundee, Miss.

Or Phone: 572 R4, Tunica, Miss.

WE OFFER QUALITY IN QUANTITY. HAULING 35c PER MILE, ONE WAY.

MAGNOLIA		MAGNOLIA		CHERRY LAUREL	
Container	Each	B&B	Each	Root Pruned and Sheared	
8 to 10 ins., pots	\$0.12	2 to 3 ft.	\$ 1.50	Each	
10 to 16 ins., pots	.16	3 to 4 ft.	2.00	2 to 3 ft.	\$0.85
16 to 20 ins., pots	.18	4 to 5 ft.	3.00	3 to 4 ft.	1.40
12 to 16 ins., qts.	.20	5 to 6 ft.	4.00	4 to 5 ft.	2.00
16 to 24 ins., qts.	.25	6 to 7 ft.	5.25	5 to 6 ft.	2.50
24 to 30 ins., qts.	.30	7 to 8 ft.	6.75	6 to 7 ft.	3.00
24 to 36 ins., gal.	.60	Over 8 ft.	10.00	7 to 8 ft.	4.00
4 to 5 ft., egg can	2.00				

In the above two shrubs you will have plants that will stand out in any nursery salesyard. The eye-appeal is there to make them sell themselves and when put in a prominent spot they will stop hard-to-please customers.

WRITE FOR COMPLETE PRICE LIST AND QUANTITY DISCOUNTS

what constitutes a good boss. This individual, he said, makes people feel they are worthwhile. He makes them feel that their efforts are appreciated, and he gives good instructions. He keeps a record of what his employees are doing and he puts into writing the various areas where they can improve.

The good boss makes decisions based on facts and is interested in the family welfare of the employees. He keeps employees informed on what is going to happen in a business and why. A good employer is strictly honest. He has neat and clean facilities and does not bluff. He encourages employees to discuss their problems with him. He welcomes suggestions and is modest about his own achievements. A leader gives the impression of just going about his business.

Professor Hable completed his discussions by quoting the following lines:

A leader is best  
 When people barely know he exists;  
 Not so good when people obey and  
 acclaim him;  
 Worst when they despise him.  
 Fail to honor people, they fail to  
 honor you.  
 But of a good leader, who talks little,  
 When his word is done, his aim is  
 fulfilled,  
 They will all say, "We did this ourselves!"

## BURFORD HOLLY

Beautiful sheared specimens.  
 18 ins. to 6 ft.  
 Ready to dig.

Write for catalog or come to  
 see them.

— ALSO —

*Ilex crenata helleri*  
*Ilex crenata repandens*  
*Ilex crenata rotundifolia*  
*Magnolia grandiflora*

*Osmanthus*

*Hemlock*

White Dogwood, specimen  
 trees, single or  
 multistemmed.

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1960 A. A. C. S. Winner

**SPARKLING BURGUNDY**

(Plant Pat. No. 1539)

A hardy Sasanqua of rare beauty.

**CASADABAN'S NURSERIES**

Abita Springs, La.

## SPECIMEN TREES

**300 Acres  
 TREES AND  
 BROAD-LEAVED  
 EVERGREENS**

Overnight Delivery  
 Maryland, New Jersey,  
 Delaware, Pennsylvania,  
 New York

*Quercus phellos*  
 1 3/4 to 4 1/2-in. cal.

*Quercus palustris*  
 Up to 6-in. cal.

10,000 *Ligustrum lucidum*,  
 15 ins. to 3 1/2 ft.

10,000 *Ilex burfordi*  
 18 ins. to 7 ft.

## WINN NURSERY, INC.

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## CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary  
304 MITAU BUILDING SACRAMENTO 14, CALIF.

### REDWOOD EMPIRE CHAPTER

Thirty-two members of the Redwood Empire chapter of the California Association of Nurserymen met September 13 for a regular business meeting, at Ruffino's, Napa. Mr. and Mrs. Elzi, Willow Creek Nursery, Petaluma, were introduced as new members.

The secretary then read items submitted for the agenda of the state board of directors' meeting. The state director was instructed to vote "yes" on matters submitted by the Los Angeles chapter, which requested a committee be appointed to investigate feasibility of having a paid field representative to work with local chapters and members on local matters, and by the Superior chapter, which requested a committee to study feasibility of giving chapters 20 per cent of the 40 per cent assessments for local advertising.

The proposed change in article II of the bylaws, which would more completely define the terms "nursery business," was read and the director was instructed to vote "yes." A "yes" vote was recorded for proposed article III, section 7, which would establish an allied membership for trade organizations or other associations with common interests.

Recommended changes in the code of ethics were also approved.

William Stage reported that the recent picnic was a great success, both from a fun standpoint and because it was profitable for the chapter.

Education committee chairman, Docia Prickett told of a recent meeting of horticultural instructors at San Luis Obispo. At this meeting plans were made to establish a program of horticultural judging in the high schools. A request for funds was made at the convention to provide a perpetual trophy for the program.

Clayton Church, sales manager for Best Fertilizer Co., introduced E. S. Heckathorn, United Heckathorn Co., speaker for the evening, who talked on development of the agricultural chemical industry and the large-scale use of chemicals in eradicating several of the serious insect pests. The statistics presented were amazing and interesting.

President Ruth Cullen, Rincon

Nursery, Santa Rosa, announced that the next meeting would be in the Santa Rosa area.

Hugh L. Wallace, Sec'y.

### MONTEREY BAY CHAPTER

A meeting of the Monterey Bay chapter of the California Association of Nurserymen was called to order by Outgoing President Marion Sloan, Sloan's Nursery, Santa Cruz, September 16. Mr. and Mrs. Dickens and Mr. and Mrs. Dean were introduced as guests.

Tickets for the scholarship at California Polytechnic College, San Luis Obispo, were sold, and \$18 was collected. Treasurer Bruce Douglass, Douglass Nursery, Santa Cruz, reported that there is a bank balance of \$181.16.

President Sloan thanked Sherrill Ellsworth and Clay Pleiman, Tempo Landscape & Garden Service, Pa-

cific Grove, for their assistance in making program arrangements through the year. He then turned the meeting over to Clay Pleiman, incoming president, who reminded the members of the state board of directors' meeting at Yosemite before the C. A. N. convention. Mr. Pleiman read the agenda for the directors and then turned the meeting over to Pat Antonelli, Antonelli Bros., Santa Cruz, state representative.

The October meeting is to be held at Salinas, with Sue Mell and Bernard Mooney making the arrangements.  
Sue Mell, Sec'y.

### C. A. N. ANNUAL HOE-DOWN

Continuing the theme Gardeners' Hoe-down is the second annual event of this title sponsored by the California Association of Nurserymen. The promotion is scheduled for October 14 to 23.

At the center of the Gardeners' Hoe-down is a hard-selling merchandising kit, including newspaper mats, a set of six plastic flags, two 8-foot giant banners, a 200-foot string of plastic pennants, six lapel badges, 50 price cards and a set of radio commercials. Also included with the merchandising kit is a set of 12 drawings of plants and shrubs. These re-

### West's Best Fruit Trees



## OUR CONTRACT GROWING GIVES YOU LOWER COSTS . . . HIGHER PROFITS

Your profit margin goes up when we grow your fruit tree requirements, because it's our policy to grant attractive discounts on contract orders. Inquire today. Contract growing assures you of getting the right varieties on the right rootstock at the right time for maximum sales.

Shade, Fruit or Flowering Trees . . . the West's Best Are Stribling's.

Write for New Wholesale Catalog

**Stribling's NURSERIES, INC.**  
1620 W. 16th Highway 99 North RAndolph 2-4106  
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**Washington Robusta**

The stateliest of all palms. Magnificent trunks straight and tall carry crown of fan-shaped leaves. Ready for 6 inch pots.

**Phoenix Canariensis**

Canary Island Date Palm. Feathery plumes. Hardy and popular for garden, street and park plantings.



...for the dramatically exotic, there  
is nothing in the world like

# PALMS!

Phoenix Canariensis  
or Washington Robusta  
ready for 6 inch pots.

Minimum order, 100 plants

PER 100  
**\$58<sup>50</sup>**

Delivered by Air

10% Discount on Orders of 250 or more

**ALL PALMS GUARANTEED**

Plants must be satisfactory on arrival or  
you can airmail back to us within 24 hours  
of receipt.

## NURSEYMEN'S EXCHANGE

475 SIXTH STREET, SAN FRANCISCO 3, CALIF.

productions are the first in a projected series of 100 line drawings that will be made available to member nurseries shortly. The merchandising kit sells for \$30 and is offered only to members of the association.

With these professional tools, a member nursery can really turn out professional looking advertising. In buying the merchandising kit, the member nursery ties in with the complete hoe-down publicity and advertising program that is being backed this year by paid advertising in leading Sunday newspapers throughout the state, plus advertisements in Sunset magazine.

Traditionally, the fall selling season has not been so important as the spring period, although it has gained more significance over the past few years. This is particularly true in California, and the fall Gardeners' Hoe-down is designed to stimulate interest further.

**ROSE SALES MANAGER**

W. E. Hartnoll has been appointed sales manager of Elmer Roses Co., Temple City, Calif., covering the eastern and middle western states, according to Helen B. Vance, of Elmer Roses Co. Mr. Hartnoll, who has headquarters at Cooksville, Ont.,

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SAN JOSE, CALIF.

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Flowering, Ornamental, Shade  
Trees and Shrubs, Fruit Trees,  
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Licensed Growers of

Crimson King Maple (Pat. No. 735)

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Combination carlots for eastern  
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Limited number of each available to nurserymen spring, 1961.

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**West Coast**  
Gold Cup Azaleas  
2122 E. Florence  
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For Propagating Agreements for Growers

Write — Coyle Associates, 14621 La Pluma, La Mirada, Calif.

Canada, was formerly associated with the Jackson & Perkins Co., Newark, N. Y.

## STOUTEMYER ELECTION

Dr. Vernon T. Stoutemyer, chairman of the department of floriculture and ornamental horticulture at the University of California, Los Angeles, has been elected president of the American Society for Horticultural Science.

The U. C. L. A. scientist, formerly vice-president of the A. S. H. S., was named to head the group at its recent meeting at Stillwater, Okla.

Born at Chatsworth, Ill., in 1905, Dr. Stoutemyer was graduated from the University of Illinois in 1928 and obtained the Ph.D. degree from Iowa State College, Ames.

He did plant introduction work for the United States Department of Agriculture from 1937 to 1946. He received the Vaughan award in floricultural research, given by Vaughan's Seed Co., Chicago, in 1946, and became chairman of the U. C. L. A. department the same year.

## CONTRA COSTA GROWERS

Paul W. Lamborn, Contra Costa county farm director, gave a report on Christmas tree growing in Contra Costa county at the fall meeting of the California Christmas Tree Growers, held September 17. Dr. N. T. Morov, Pacific southwest forest and range experiment station, was the guest speaker at the luncheon meeting.

Examples of three decoration techniques were on display, with the tools used in the operation. A tour of the 50 acres planted to Christmas trees at the Russell Evergreen Tree Farm, Lafayette, was a highlight of

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FLOWERING ORNAMENTAL TREES  
SHADE TREES

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Moraine Locust (Pat. No. 836)  
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Skyline Locust (Pat. No. 1619)  
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Constant Vigilance Results  
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250 varieties.

Write for our 1960-61 list explaining  
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## SHADE and FLOWERING TREES

Broad-Leaved and Coniferous  
Evergreens  
B&B or Container-Grown  
Write for list.

## TILLSTROM NURSERY

R. F. D. 3, Box 870      Gresham, Ore.

the day. Mr. Russell has been planting trees for over 30 years and showed this season's "ready for market" Christmas tree crop. Included are Coulter pine, Bishop pine, Monterey pine, Sequoia gigantea, Arizona cypress and many others, sheared and shaped for the yuletide trade. G. K. A.

### PALM DISPLAY

One of the finest displays of palms in southern California has been featured lately at the Los Angeles State and County Arboretum at Arcadia.

Forty kinds of palms were on display in containers in the demonstration home gardens. Here, the visitors may assess their value for landscape use. This display was installed by Deigaard Nurseries, Monrovia.

The permanent planting of palms in the southeast section of the arboretum grounds is an outstanding collection of southern California. Some of the tallest Mexican fan palms are over 100 feet tall, the tallest, measured this past spring, being 137 feet.

An additional feature was a display prepared by the Palm Society of pictures and publications on the history and culture of palms.

### CALIFORNIA NOTES

According to a report recently published by David Rayner, Santa Clara county commissioner of agriculture, the over-all dollar value of ornamental horticultural crops in that county amounted to slightly over \$10,000,000 to the growers. He added that the county is the leader in such production in the San Francisco bay area and is second only to Los Angeles county. San Mateo county had crops valued at \$9,064,000 from 27,246,000 square feet, about half the area of 47,600,000 in Santa Clara county.

The fourth annual street tree symposium of the Saratoga Horticultural Foundation was staged September 28. As the foundation facilities are too small now satisfactorily to handle the large number of professional tree men who attend, the sessions were held in the auditorium of the Saratoga high school. Sam Setemcich, park superintendent, Fresno, was the moderator. The symposium was an informal discussion by experts on matters pertaining to street trees and street tree management. The sessions were held from 10 a. m. to 3 p. m., with an hour off for the noon meal. For those who cared to see the work being done in selection of new strains of street trees and the development of entirely new kinds of shrubs and



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### ACER PLATANOIDES

Faassen's Red-Leaved Maple		
	Per 10	Per 100
6 to 8 ft., br.....	\$35.00	\$325.00
5 to 6 ft., br.....	25.00	225.00
8 to 9 ft., whips....	30.00	225.00
7 to 8 ft., whips....	25.00	210.00
6 to 7 ft., whips....	21.00	180.00
5 to 6 ft., whips....	16.00	140.00
4 to 5 ft., whips....	13.00	110.00
3 to 4 ft., whips....	10.00	85.00

### Norway Maple

12 to 14 ft., br.....	35.00	325.00
10 to 12 ft., br.....	30.00	275.00
8 to 10 ft., br.....	25.00	225.00
6 to 8 ft., br.....	20.50	180.00
5 to 6 ft., br.....	15.00	135.00
8 to 9 ft., whips....	10.50	100.00
7 to 8 ft., whips....	10.00	95.00
6 to 7 ft., whips....	9.50	90.00
5 to 6 ft., whips....	8.00	75.00
4 to 5 ft., whips....	6.00	55.00

### Columnar Norway Maple

3-yr., 11 to 12 ft....	33.50	310.00
3-yr., 10 to 11 ft....	30.00	275.00
2-yr., 9 to 10 ft....	27.50	250.00
2-yr., 8 to 9 ft....	25.00	225.00
2-yr., 7 to 8 ft....	22.00	195.00
2-yr., 6 to 7 ft....	18.50	170.00
1-yr., 5 to 6 ft....	15.50	140.00
1-yr., 4 to 5 ft....	12.00	110.00
1-yr., 3 to 4 ft....	10.00	90.00

### Drummond Norway Variegated Maple

6 to 8 ft., br.....	28.50	260.00
5 to 6 ft., br.....	23.50	210.00
8 to 9 ft., whips....	21.00	185.00
7 to 8 ft., whips....	20.00	175.00
6 to 7 ft., whips....	18.00	165.00
5 to 6 ft., whips....	14.50	130.00
4 to 5 ft., whips....	10.00	90.00

### ACER PSEUDOPLATANUS Improved Spaethi

12 to 14 ft., br.....	37.50	350.00
10 to 12 ft., br.....	32.50	300.00
8 to 10 ft., br.....	27.50	250.00
6 to 8 ft., br.....	22.50	200.00
5 to 6 ft., br.....	16.50	150.00
6 to 7 ft., whips....	12.50	115.00
5 to 6 ft., whips....	10.00	90.00
4 to 5 ft., whips....	8.00	70.00

### ACER RUBRUM (Red Maple)

10 to 12 ft., br.....	32.50	300.00
8 to 10 ft., br.....	27.50	250.00
6 to 8 ft., br.....	22.50	200.00
5 to 6 ft., br.....	16.50	150.00
4 to 5 ft., br.....	12.50	115.00

### ACER SACCHARUM MONUMENTALE

(Columnar Sugar Maple)		
8 to 10 ft., br.....	27.50	250.00
7 to 8 ft., whips....	25.00	225.00
6 to 7 ft., whips....	22.50	200.00
5 to 6 ft., whips....	20.00	175.00
4 to 5 ft., whips....	17.50	150.00
3 to 4 ft., whips....	15.00	125.00

### BETULA ALBA

(European White Birch)		
12 to 14 ft., br.....	35.00	325.00
10 to 12 ft., br.....	27.50	250.00
8 to 10 ft., br.....	22.50	200.00
6 to 8 ft., br.....	16.50	150.00
5 to 6 ft., br.....	12.00	110.00
4 to 5 ft., br.....	9.00	85.00
3 to 4 ft., br.....	6.50	60.00

### FRAXINUS QUADRANGULATA (Blue Ash)

10 to 12 ft., br.....	37.50	350.00
8 to 10 ft., br.....	32.50	300.00
6 to 8 ft., br.....	27.50	250.00
5 to 6 ft., br.....	22.50	200.00
6 to 7 ft., whips....	18.00	165.00
5 to 6 ft., whips....	15.00	135.00
4 to 5 ft., whips....	12.00	105.00

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trees for California conditions, there were guided tours of the foundation grounds, starting at 9 a.m. and at 4 p.m.

Dan Perkins and Walter Lawrence, who had been conducting a tree surgery and agricultural spray service under the name of the Barnes Tree Service, have discontinued the partnership and have gone out of business. Mr. Perkins is now employed by the Vic Welzen Tree Service, Palo Alto.

The Foothill College, a junior college grade institution being built at Los Altos Hills with educational facilities for about 7,500 men and women on its campus, awarded the contract for the third construction phase of its campus late in September. Included in the \$2,200,000 contract was an item of nearly \$22,000 for furnishing trees and shrubs, which went to the Flower Garden, of Mountain View.

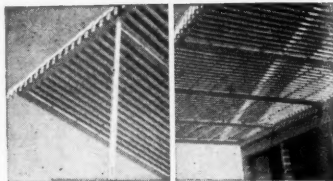
Mrs. Jean E. Van Rensselaer, whose father-in-law is M. Van Rensselaer, director of the Saratoga Horticultural Foundation, became the mother of a 7-pound, 4-ounce son in the parking lot beside the Stanford-Palo Alto hospital. Mrs. Van Rensselaer's mother was driving her to the hospital, but the party was unable to get to the emergency room, which was ready for them. Both of the mothers, as well as the young man, are in fine condition.

In a recent report from a group of research workers of the University of California it is indicated that azalea root rot, most weeds and the parasitic nematodes are controlled by planting pathogen-free stock in soil treated with methyl bromide gas at the rate of one pound to 100 square feet. However, the research group adds that to obtain maximum benefits it may be necessary to change some of the common cultural practices.

William Warne, who was appointed director of the California state department of agriculture last January 1, has resigned to take over the duties of the director of the California state water resources committee, succeeding Harvey Banks, resigned. Mr. Warne is succeeded as head of the department of agriculture by the deputy director of agriculture, James T. Ralph.

During the past month, the retail ornamental nurserymen report business about normal; none report much increase, and some feel there may have been an actual decline in dollar income. Some of the established nurseries report buyers are becoming very price conscious and are being made more so by the advertising of the

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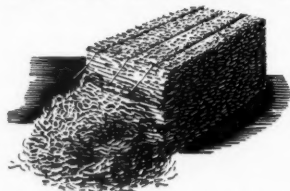
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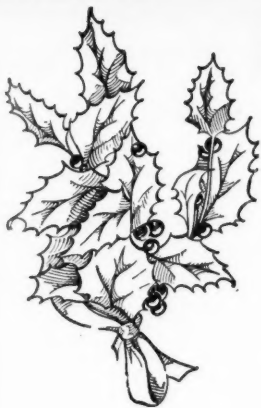
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"Rite in the Rain" labels are not just another paper label. They are made of tough tagboard and chemically treated to make them waterproof. Ordinary pencil markings do not wash off. These are longer lasting yet low-cost labels. Millions are used every year by nurserymen.

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BROWN'S POINT, TACOMA, WASH.



# Oregon English Holly

## TEUFEL'S "HYBRID" PREMIUM GRADE

### SELECTED, DARK GREEN, HEAVILY BERRIED SPRAYS

10 lbs. per carton ..... \$ 7.50

25 lbs. per carton, long ..... 18.75

50 lbs. per carton, long ..... 37.50

### SELECT GRADE—Glossy green foliage with lots of red berries

\$6.00 per 10-lb. carton

\$55.00 in lots of 100 lbs.

Selected shorter sprays also packed in:

#### BOXES WITH TRANSPARENT WINDOW

#### ONE-POUND BOXES

\$10.80 per carton of 12 1-lb. boxes..... berried green .....\$13.50 per carton of 24 ½-lb. boxes  
\$13.50 per carton of 12 1-lb. boxes..... berried variegated.....\$16.00 per carton of 24 ½-lb. boxes

#### HALF-POUND BOXES

#### THORNSHOOT TRANSPARENT BAGS

Approx. ½ lb. each—berried green, \$16.00 per carton of 25 bags

#### TEUFEL'S VARIEGATED HOLLY—With lots of red berries this year.

10 lbs. per carton.....\$8.75

25 lbs. per carton, long, \$21.85

50 lbs. per carton, long, \$43.70

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(More than 200 acres of producing holly orchard)

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CASH WITH ORDER, PLEASE

chain stores and others having nurseries and garden centers. To meet this type of competition some nurseries are offering some below-grade stocks at the lower prices. Some indicate that they feel that this is paying off, others are not so sure, for they fear it may depress the prices of the better-quality merchandise.

The B & J Nursery, an ornamental retail nursery with two outlets on the San Francisco peninsula, is advertising that until further notice it will be open only week-ends. The nursery specializes in low-cost items, self-service and cash-and-carry trade and depends on extensive newspaper advertising. During the summer months, the nurseries are closed for about three weeks while the employees are on vacation. W. B. B.

### OREGON NOTES

Fifty nurserymen, landscape architects and turf specialists attended the first annual western Oregon turf field day at Salem, September 7. A presentation on the distribution patterns of various turf sprinklers was given by Prof. John W. Wolfe, agricultural engineer, Oregon State College, and 2-year cooperative seeded turf plots were studied and observed. Wilbur L. Bluhm, Marion county ex-

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tension agent, Salem, discussed turf weed control. Dr. Norman Goetze, extension turf specialist, O. S. C., talked about turf diseases and their control. These two speakers and six cooperating equipment dealers concluded the program with a demonstration on lawn renovation during which they used renovators, rakes, vertical-cut mowers, aerifiers, spikes and other equipment. The field day was sponsored by Oregon State College and it was held at Bush's Pasture park, Salem.

The highway protection committee is working diligently for passage of the billboard control initiative measure, which will be on the No-

vember 8 ballot in Oregon. The Oregon Association of Nurserymen is represented on the multilateral committee by Robert Snodgrass, Seven Dees Nursery, Portland, honorary vice-president, and Charles H. Potter, executive secretary of the O. A. N., on the committee's executive staff.

Propagation of a little-known west coast evergreen oak, oracle oak (*Quercus morehus*), is being carried on by Oliver V. Matthews, 220 15th street, northeast, Salem, Ore., in the belief that this interesting specimen has potential value as an evergreen or semievergreen landscape tree for the Pacific northwest. C. H. P.

# CLASSIFIED ADS

Rate: 40 cents per line, each insertion.

Minimum order, \$4.00.

Instructions for the November 1 issue must be received by Friday, October 14.

Forms for November 15 issue will close Friday, October 28.

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AZALEAS, MOLLIS AND PONCIA		
	5 to 24	25 to 100
18 to 24 ins.	\$ 3.50	\$ 3.00
2 to 2½ ft.	4.50	4.00
2½ to 3 ft.	6.00	5.00
3 to 3½ ft.	8.00	7.00
3½ to 4 ft.	12.00	10.00

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## BECKY AZALEA

New Azalea with longer lasting flowers.  
Full graded plants in clay pots for forcing  
as needed. Write for prices, stating quantity  
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Patent No. 1699.

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HINO-CRIMSON, GLENN DALES, ETC.  
Thousands of beautiful Hino-Crimson and  
other evergreen Azaleas, including newer va-  
rieties. Dense, bushy, well-budded for land-  
scape planting and forcing. Book your order  
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THE TANKARD NURSERIES, Exmore, Va.

AZALEAS IMPORTED FROM HOLLAND  
AZALEA MOLLIS SINENSIS  
WELL-BUDDED, VERY HARDY.  
SPRING DELIVERY.  
WRITE FOR WHOLESALE PRICE LIST.  
HEEMSKERK & CO.'S BULBS  
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25 varieties.  
Field-grown and rooted cuttings.  
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14 varieties, from grafts or cutting-grown.  
Lining-out and budded stock. Limited quan-  
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RED-LEAVED BARBERY  
(Atropurpurea) 3-yr. seedlings.  
6 to 9 ins. .... \$60.00 per 1000  
9 to 12 ins. .... 70.00 per 1000  
Cash with order.

CENTER ROAD NURSERY  
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1170 S. Center Rd. Saginaw, Mich.

BERBERIS CRIMSON PIGMY  
Per 100 Per 1000  
2½-in. pots, 2-yr. .... \$20.00 \$180.00  
4-in. Cloverset pots .... 40.00 350.00  
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GULF STREAM NURSERY, INC.  
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RED-LEAVED BARBERY  
2-yr. seedlings.  
Write for price quotations.  
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120 Fairport Nursery Rd.  
Painesville, O.

RED-LEAVED BARBERY  
2-yr. seedlings Per 100 Per 1000  
12 to 18 ins., 2 branches up .... \$9.00 \$70.00  
9 to 12 ins., 1 branch up .... 7.00 55.00  
PETER BROUWER'S NURSERIES  
24 Lester St. New London, Conn.  
Barberry liners, Crimson Pigmy, julianae,  
julianae nana, mentorensis. Please see com-  
plete list on pages 80-81.  
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### LATHAM RASPBERRY PLANTS

Full delivery.  
Write for price on the amount  
you need.

SPRUCE VALLEY NURSERY  
Spruce, Mich.

Red Raspberries, Gatineau, Madawaska,  
Earlred (all very early), Latham, Muskoka,  
Canby (all midseason), Durham and Septem-  
ber Everbearing. Up to 3/16-in., \$65.00 per  
1000; over 3/16-in., \$75.00 per 1000. 250 at  
1000 rate. Above prices sent F.O.B. shipping  
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Packout prices sent postpaid to your cus-  
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Write for free catalog and wholesale price  
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plants. Latest and best in Strawberry plants.  
Walter K. Morris & Son, Bradford, Mass.

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Do you prefer quality? Send for our rea-  
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have many kinds of bulbs in these packed  
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Also, we have in bulk, Tulips, Hyacinths,  
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Tulips, Hyacinths, Daffodils, Crocus, mis-  
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Buxus sempervirens (Boxwood), 6 to 8 ins.,  
\$12.00 per 100, \$100.00 per 1000.  
Mountville Nurseries, Mountville, Ga.

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Chinese Chestnut, 18 to 24 ins., \$17.50 per  
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CLEMATIS VINES  
Large flowering, from 4-in. pots.  
Blossoming size, 1-yr. frame,  
\$5c each.  
Gypsy Queen, purple  
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Plants shipped bare-root.  
Cash with order, Fall delivery.  
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Our field-grown Delphiniums are excellent  
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2-yr.-old plants, in assorted colors, for \$8.00,  
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WALTERS GARDENS  
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CORNUS FLORIDA RUBRA  
(Pink Dogwood)  
Northern-grown, sheared tops.  
3 to 4 ft., B&B. .... \$ 3.75  
4 to 5 ft., B&B. .... 5.00  
5 to 6 ft., B&B. .... 6.50  
6 to 7 ft., B&B. .... 8.00  
7 to 8 ft., B&B. .... 15.00  
Pickup at nursery.  
BROOKVILLE NURSERIES  
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## SPECIMEN LANDSCAPE MATERIAL

The following available for fall delivery.

Root-pruned, well-budded.

Cornus florida Each, per 100

6 to 8 ft., heavy, 1½ to 1½-in. cal. .... \$ 3.00

8 to 10 ft., extra heavy, 2-in. cal. .... 5.00

10 to 12 ft., extra heavy, 2 to 3-in. .... 10.00

Cornus florida rubra

6 to 8 ft., heavy, 1½ to 1½-in. cal. .... 6.00

8 to 10 ft., extra heavy, 2-in. cal. .... 8.00

10 to 12 ft., extra heavy, 2 to 3-in. .... 15.00

B&B extra. Inspection invited.

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Per 10 Per 100

Cornus florida plena, double white

6 to 12 ins., 1-yr., bare-root. .... \$5.00 \$45.00

12 to 18 ins., 1-yr., bare-root. .... 6.00 55.00

18 to 24 ins., 1-yr., bare-root. .... 9.00 80.00

2 to 3 ft., 1-yr., bare-root. .... 11.50 ....

Cornus florida rubra, pink-flowering

6 to 12 ins., 1-yr., bare-root. .... 5.00 45.00

12 to 18 ins., 1-yr., bare-root. .... 6.00 55.00

18 to 24 ins., 1-yr., bare-root. .... 9.00 80.00

2 to 3 ft., 1-yr., bare-root. .... 11.50 100.00

CASH, PLEASE.

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EUONYMUS LINERS

ROOTED CUTTINGS from open frame.

Per 100 Per 1000

E. fortunei coloratus .... \$6.50 \$45.00

E. fortunei Sarcocoe .... 8.00 60.00

E. fortunei minimus .... 8.00 60.00

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## EVERGREENS, Liners

3-YR. BEDDED, POTTED

Each, 100 1000

Andorra Juniper, 8 to 10 ins., T. .... \$0.50 \$0.40

10 to 15 ins., T. .... .60 .50

Pfitzer Juniper, 8 to 10 ins., T. .... .50 .40

10 to 15 ins., T. .... .60 .50

Pfitzer comp. Juniper, 8 to 10 ins., T. .... .50 .40

8 to 10 ins., T. .... .50 .40

10 to 15 ins., T. .... .60 .50

Taxus hicksii, 6 to 10 ins., T. .... .45 .40

Thuja globosa, 12 to 15 ins., T. .... .50 .45

Thuja pyramidalis, 12 to 15 ins., T. .... .60 .50

18 to 24 ins., T. .... .60 .50

Thuja warana (Siberian), 12 to 15 ins., T. .... .50 .45

2-YR. POTTED, 2½-IN. POTS

Juniper, Pfitzer .... 27½ .25

Juniper, Pfitzer compacta .... 27½ .25

Taxus, Adams columnaris .... 30 .27½

Taxus brownii .... 30 .27½

Taxus hatfieldi .... 30 .27½

Taxus intermedia .... 30 .27½

Thuja woodwardii .... 25 .22½

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EVERGREEN SEEDLINGS 100 1000

Douglas Fir, 6 to 10 ins. .... \$ 7.50 \$40.00

Douglas Fir, 10 to 18 ins. .... 9.00 50.00

American Arborvitae, 5 to 10 ins. .... 6.00 30.00

American Arborvitae, 6 to 12 ins. .... 7.00 35.00

American Arb., 10 to 16 ins. .... 8.00 40.00

Colo. Blue Spruce, 6 to 12 ins. .... 9.00 45.00

Colo. Blue Spruce, 12 to 16 ins. .... 11.00 60.00

Black Hills Spruce, 6 to 12 ins. .... 8.00 50.00

Black Hills Spruce, 10 to 18 ins. .... 11.00 70.00

Scotch Pine, Spanish; 12 to 18 ins. .... 8.00 40.00

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Scotch Pine, French; 16 to 24 ins. .... 12.75 75.00

Mugho Pine, dwarf, 3 to 6 ins. .... 8.00 ....

Burlap bags, approximately 50x70 ins. when  
opened, 16c each F.O.B.

TERMS: Cash. Plants at the 100 rate post-  
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## ROOT YOUR CUTTINGS

1-yr. wood only.

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ROOTED CUTTINGS, available spring 1961.

5000 Intermedia (Sebian), 3000 hicksii, 2500

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## Education Group Begins Campaign At California Meet

By Fred H. Kilner

With the California nursery industry growing at a rapid rate and future growth predicted to be even brisker, steps were taken by the education committee of the California Association of Nurserymen at a breakfast meeting conducted by its chairman, Docia Prickett, Prickett's Nursery, Santa Rosa, at the Ahwahnee, Yosemite, Calif., to help insure more individuals' being attracted to the nursery industry when choosing their careers.

Stimulated by the resolution adopted by the board of directors of the C. A. N. March 29, which stated "that the state department of education be requested to consider increasing and augmenting the horticultural curriculum in all junior and senior high schools, with the assurance that the nursery industry, through the California Association of Nurserymen, will stand ready to help in any way possible to bring this increased horticultural activity in schools to a reality," the committee distributed kits to chairmen of the chapter education committees. These gave plans to make personal contact by nurserymen at the chapter level with high school and junior school counselors, vocational agriculture instructors and biological science teachers to acquaint them more extensively with the nursery industry in California as a career for their students.

The kits, prepared by Itsuo Uenaka, Cupertino Nursery, Cupertino, education committee member, contained an outline of operations, as well as information about the California nursery industry, to be used in the interviews. Also provided was a list of junior high schools to be called upon in each chapter area.

### School Contact Schedule

Committeemen are to be appointed by chapter chairmen for contact work, with each having four to six interviews. Letters will be sent to distant schools. Contacts will be made during October and November and reports mailed to the C. A. N. office at Sacramento.

Besides a copy of the resolution, the kit contained a check list for school visit; a sheet containing facts about the California nursery industry; a copy of the report of a study "Training Requirements for Workers

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Send me your new special information on the Viking Roller Blade — without any obligation whatever on my part.

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**Lines: 40c** line; minimum order **\$4.00**.

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**LANDSCAPE SUPERVISOR** for Delaware nursery specializing in high-quality landscape work, mostly carriage trade. Applicant must take responsibility for execution of all landscape work (including hiring and firing connected with running four crews and maintenance of four trucks and other related equipment); also prepare bids for some project work. Designing by others. Applicant must be between 35 and 50 years old, interested in permanent association and must have horticultural background in commercial landscape field including: Good knowledge of cultural requirements of ornamental plants, ability to move large trees and experience with execution of large-bid projects. An unusual opportunity in a young growing business in a high-income community. Attractive salary, paid vacation. A. A. N. insurance and home in rural setting. Apply Box 2708, Wilmington 5, Del.

### BUSINESS OPPORTUNITY

#### PARTNER WANTED

In long and well-established retail and wholesale nursery and garden center in northern New Jersey. Should have experience in all phases of landscape work as well as designing and selling. Present partner wants to retire and sell half interest in the business. Reply to Box 688, care of American Nurseryman.

### BUSINESS OPPORTUNITIES

#### FOR THOSE WHO SEEK THEM

If you wish to purchase a going business, offer one for sale, or arrange for a merger or partnership, you can quickly contact interested parties through an advertisement on this page. See rates at top of page. No extra charge for use of box number.

### HELP WANTED

Propagator, thoroughly experienced for permanent position with fast-growing eastern nursery. Pension plan, health and life insurance, 7-room house. Applicants should give full particulars regarding self, including references and salary required. Write Box 768, care of American Nurseryman.

### HELP WANTED

**WHOLESALE SALESMAN**  
One of the east's foremost growers of ever-green nursery stock has attractive offer for qualified, ambitious men. Better than average salary for experienced men with horticultural background. Openings due to increased inventory and need to expand in Pennsylvania and New Jersey markets. Send resume to Box 761, care of American Nurseryman.

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128-acre farm, planted to 120,000 professionally pruned Scotch Pine Christmas trees. 25,000 planted in 1954, 45,000 planted in 1955, 20,000 in 1956, 20,000 in 1957 and 9000 in 1958. Located on paved highway. Good trout stream on property. Price \$25,000 with easy terms.

We have other Christmas tree properties at realistic prices. Call:

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Accredited salesmen and sales agencies contacting greenhouses and nurseries. High repeat product, used in U. S. and 23 countries. Featured at International Horticultural Congress in France. Used by growers who take top honors at international flower shows. Nonconflicting; exclusive; profitable; direct promotion cooperation. Ethical agency and customer relations.

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Buyers for nurseries of all types in any part of the country are reached through an ad in this department, the trade's real-estate and business market. The cost of an ad this size is \$6.75.

### HELP WANTED

#### SALESMEN

Experienced men in the landscape nursery field. Must have background in designing, preparing estimates and selling to builders, architects, contractors and to larger individual homeowners. One of the oldest and finest firms in the Philadelphia area. Send references to Box 765, care of American Nurseryman.

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To settle the estate of Robert K. Lodge, we, the heirs, offer this retail-wholesale greenhouse business in Upland, Ind. Must be seen to be appreciated. 4000 sq. ft. of glass, stoker-fired furnace, good inventory. Price \$14,000. On busy highway.

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#### SALESMAN and LANDSCAPE DESIGNER

Full-time salesman and designer for well-established nursery in central Indiana. Unlimited possibilities. Reply to Box 756, care of American Nurseryman, stating experience and salary expected.

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12 acres, 7-room modern home, 4 bedrooms and bath, 2 greenhouses, 20x60 ft. Large boiler room, hot-water heated with gas, 3-car garage and storage building. Located on highway south of Cleveland, O. Doing good retail business. Widow, reason for selling.

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Rt. 3, Box 76 Wadsworth, O.

### HELP WANTED

Two landscape men with good background and experience in designing and selling for progressive firm in Florida (one of the fastest-growing states in the Union). Write, giving your qualifications, to Box 754, care of American Nurseryman.

### FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.  
**SEABOARD GENERAL SUPPLY CO.**  
Elizabeth 4-9041 Waverly 6-0404  
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### SITUATION WANTED

Married man, 40 years of age, with over 20 years' experience in buying, growing, maintaining, retail selling and landscaping desires association with a top-quality nursery. Write Box 767, care of American Nurseryman.

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**REPRESENTATIVES CALLING ON LAWN AND GARDEN SUPPLY — DEPARTMENT STORES — GIFT SHOPS**  
New, exclusive, colorful Hydrocel Planters for indoor and outdoor use. Manufactured by Al rated firm. Write attention of:  
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### WANTED

Salesman covering nursery trade, to represent first-class firm and sell quality nursery stock on a commission basis. Write Box 762, care of American Nurseryman.

in the Production and Distribution of Nursery Plants," prepared by O. E. Thompson, assistant professor of education, University of California, Davis (this study told of the need for workers in the industry); copies of the brochure "Your Career in the Nursery Industry," prepared by the C. A. N., with three copies to go to each school, and blanks to be used in reporting calls.

At the education committee breakfast it was reported that as a result of the C. A. N. resolution adopted by the board of directors the Los Angeles board of education requested 100 copies of the resolution on C. A. N. letterheads for distribution to all counselors in their city; a letter was received stating that the California Agricultural Teachers' Association at its recent summer conference voted to include ornamental horticulture as a state-wide judging contest. It was voted by the committee to donate a perpetual trophy, to be retained a year and then returned by the school winning the contest.

#### Scholarships Supported

It was pointed out that various chapters and the state association have 14 annual scholarships, ranging from \$25 to \$250 each year, in junior colleges and other colleges in California.

Reported at the meeting was the fact that the state department of employment had initiated summer school training for young people as gardeners and nursery help. Results have proved most satisfactory, and the committee voted a resolution to endorse the program.

It was stated that schools have a need for training materials. Plans were laid to prepare a list of wholesale nurseries having various charts, and these names can be passed on to any schools requesting such material.

Karl Untermann, West End Nursery, San Rafael, presented the survey of 2-year colleges conducted by Richard Harris, University of California, Davis. The survey outlined the horticultural courses offered and the facilities provided. As a result of the survey it was voted that the C. A. N. provide four horticultural scholarships of \$25 each to the four most active schools, Los Angeles Pierce College; City College of San Francisco; Orange Coast College, Costa Mesa, and El Camino College, El Camino.

EXPANSION of lath facilities at Willow Creek Nursery, Petaluma, Calif., will provide a total of 12,000 square feet of shade area.

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THICKNESS	SIZE	COLOR	SQ. FT. PER ROLL	QUAN. 4M to 25M SQ. FT. PRICE PER ROLL	QUAN. 25M to 50M SQ. FT. PRICE PER ROLL	QUAN. 50M to 100M SQ. FT. PRICE PER ROLL	QUAN. 100M or MORE SQ. FT. PRICE PER ROLL
.0015	3' X 1000'	B	3000	\$10.59	\$10.08	\$ 9.57	\$ 9.00
	4' X 1000'	B	4000	14.12	13.44	12.76	12.00
.002	4 1/4' X 200'	N	833	3.92	3.73	3.54	3.33
	8 1/4' X 200'	N	1667	7.85	7.47	7.08	6.67
	12' X 200'	N	2400	11.30	10.75	10.20	9.60
.004	3' X 100'	N	300	2.83	2.69	2.55	2.40
	4' X 100'	N	400	3.77	3.58	3.40	3.20
	6' X 100'	N	600	5.65	5.37	5.10	4.79
	8' X 100'	N	800	7.54	7.16	6.80	6.39
	10' X 100'	B & N	1000	9.42	8.95	8.50	7.99
	12' X 100'	B & N	1200	11.30	10.74	10.20	9.59
	14' X 100'	N	1400	13.19	12.53	11.90	11.19
	16' X 100'	B & N	1600	15.07	14.32	13.60	12.78
	20' X 100'	B & N	2000	18.84	17.90	17.00	15.98
	24' X 100'	B & N	2400	22.61	21.48	20.40	19.18
	28' X 100'	B & N	2800	26.38	25.06	23.80	22.37
	32' X 100'	B & N	3200	30.14	28.64	27.20	25.57
	40' X 100'	B & N	4000	37.68	35.80	34.00	31.96
.006	1' X 300'	B	300	4.24	4.03	3.83	3.60
	1 1/2' X 300'	B	450	6.36	6.05	5.74	5.40
	3' X 100'	N	300	4.24	4.03	3.83	3.60
	6' X 100'	N	600	8.48	8.06	7.65	7.20
	10' X 100'	B & N	1000	14.13	13.44	12.75	12.00
	12' X 100'	N	1200	16.96	16.13	15.30	14.40
	14' X 100'	N	1400	19.78	18.82	17.85	16.80
	16' X 100'	B & N	1600	22.61	21.50	20.40	19.20
	20' X 100'	B & N	2000	28.26	26.88	25.50	24.00
	24' X 100'	B & N	2400	33.91	32.26	30.60	28.80
	28' X 100'	B & N	2800	39.56	37.63	35.70	33.60
	32' X 100'	B & N	3200	45.22	43.01	40.80	38.40
	40' X 100'	B & N	4000	56.52	53.76	51.00	48.00

B—black, sunlight resistant for outdoor usage equipment, silage covers, mulching, etc. N—natural; for vapor barriers, temporary enclosures, temporary greenhouses, etc. Service charge of \$1. per roll under 2,500 sq. ft. polyethylene. Tape-marked every ft. Available (if specified) without folds, in 10', 12' and 14' widths, in .004 only.

We can furnish black in 10' width up to 40' width in both .004 and .006. Write for further discounts on orders of more than 100,000 sq. ft.

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## BOOK REVIEWS

### THE IRIS

The revised second edition of "The Iris," by N. Leslie Cave, an authority on the culture and care of the plant in England, contains four new chapters. That entitled "In America Today" counts the experiments and introductions of the chief hybridizers of irises in the United States and Canada. The chapter on the new dwarf and intermediate irises relates their rise in the past 10 years.

Printed in England, this book of 240 pages is published in the United States by St. Martin's Press, at \$7.50. Among the four color plates is a frontispiece of Limelight, raised by the well-known American amateur, David Hall. There are 35 monochrome illustrations and 10 pages of line illustrations.

The opening of the book is devoted to the cultivation, planting and selection of the tall bearded irises. Then the divisions of the genus are given and the bulbous irises are discussed. In several chapters the various species are considered for the border, for special positions and according to ease of cultivation. Several chapters cover parentage, hybridizing, selection of seedlings and other aspects of producing new varieties. Closing chapters treat of diseases and pests, color arrangement and how to exhibit. The book is interestingly written for iris enthusiasts.

### IRISES FOR EVERYONE

N. Leslie Cave, English authority on the iris, has followed the revised edition of his more inclusive work, "The Iris," issued last year, with a little volume of 96 pages, about 5x7½ inches, "Irises for Everyone," with the purpose of selling amateur gardeners on the now neglected perennial. Just published by Faber & Faber, London, at 10 shillings 6 pence, this volume is a useful guide for the gardener beginning with the iris. After a general introduction in the opening chapter, the author gives the rudiments of growing, from preparation of the soil, planting, care and fertilizing, to grouping in the border, division and replanting. He next takes up the tall bearded irises, then the dwarfs, lilliputs and intermediate irises and then dependable species for border, rock garden and waterside. Bulbous irises and

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1 3/4" Square	2 1/4" Round
2,500 to 17,500 \$ 7.00 M	2,000 to 18,000 \$ 7.25 M
20,000 to 72,500 6.50 M	20,000 to 74,000 6.75 M
75,000 and up 6.00 M	76,000 and up 6.25 M
2,500 per case — 30 lb.	2,000 per case — 32 lb.

2 1/4" Square	3" Round
2,000 to 18,000 \$11.00 M	1,000 to 9,000 \$13.25 M
20,000 to 74,000 10.25 M	10,000 to 49,000 12.25 M
75,000 and up 9.50 M	50,000 and up 11.00 M
2,000 per case — 36 lb.	1,000 per case — 28 lb.

3" Square	4" Round
1,000 to 9,000 \$18.25 M	500 to 2,000 \$29.25 M
10,000 to 49,000 17.00 M	2,500 to 9,500 26.75 M
50,000 and up 15.75 M	10,000 and up 25.25 M
1,000 per case — 30 lb.	500 per case — 30 lb.

Freight Allowed On 150 Lbs. Or More Prompt shipment guaranteed on all orders.	4" Azalea
	500 to 2,000 \$28.75 M
	2,500 to 9,500 26.75 M
	10,000 and up 24.75 M
	500 per case — 28 lb.

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Once you use a MENNE PEAT POT you'll never buy anything else. These top-quality domestic made peat pots save you labor of transplanting to field or bench. No labor and time wasted in storing pots. MENNE PEAT POTS also eliminate transplant shock and promote faster, stronger growth. You're sure to get top prices and more satisfied customers. For bigger profits next season, order your MENNE PEAT POTS today!

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Menne Peat Pots. I enclose \$1.50 **AN 10-15**

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Address .....  
City ..... Zone ..... State .....

more difficult species are given chapters, and diseases and pests are discussed. Appendices include instructions on exhibiting and an almanac to show the time of flowering.

### PICTORIAL GUIDE

A pictorial guide to the identification of the ornamental woody plants of the northeastern United States, exclusive of conifers, to meet the requirements of the nonbotanist has been provided by the State University college of forestry, Syracuse, N. Y. A direct comparison of an average leaf from an unknown specimen with the drawings will either identify a plant or limit the possibilities to a few. Final determination then becomes a matter of comparing text descriptions, which are arranged in the same sequence as the drawings.

"Trees, Shrubs and Vines" is the title of this thick planograph publication, 7x10 inches, available at a charge of \$1.25 from the Extension Division, State University College of Forestry at Syracuse University, Syracuse 10, N. Y.

Original illustrations of the leaves of 593 species, in many cases accompanied by drawings of flowers, fruit or twigs, provide the guide, together



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Sheared, 4 to 6 times

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**TAYLOR'S ENCYCLOPEDIA of GARDENING**  
By Norman Taylor 1,225 pages, illustrated  
\$7.50, postpaid.  
American Nurseryman, 343 S. Dearborn St., Chgo. 4

with a written description of each plant. A glossary, an index and a summary of the literature consulted add reference value to the publication. Both native and introduced ornamentals are included within the classifications. The author is Dr. Arthur T. Viertel, assistant professor of landscape architecture.

#### NEW PESTICIDE LISTING

The 1960 edition of "Pesticide Handbook," recently issued by the College Science Publishers, is the 12th such work to be prepared. Growth in the data included is noted by the editor, Donald E. H. Frear, Pennsylvania State University, in a foreword to the new edition, which contains information on nearly 8,000 commercial pesticides in its 265 pages. The handbook, offered at \$1.75 in paper-bound copies and \$3.25 in cloth covers, follows the same general arrangement of contents of earlier editions. Major sections are alphabetical listings of trade names, manufacturers' names and products according to active ingredients. Compatibilities and tolerances are also cited, and antidotes for poisons are covered.

#### OREGON SUMMER SESSION

[Continued from page 10]

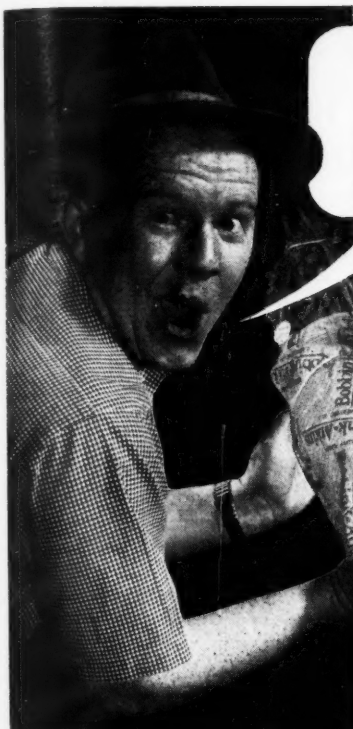
Thumb, Portland, took the two first prizes for singles in the ping-pong tournament. The men's doubles match was won by Robert Snodgrass, Seven Dees Nursery, Portland, and Brian Taylor, Washington nurseryman. The ladies' doubles match was won by Mrs. Myo Morishita and Mrs. Robert Snodgrass.

Some magnificent prizes were awarded the winners in these events. Forty-eight firms contributed the prizes. Wayne Arnold, chairman, and others of the prize committee obtained the largest array of prizes ever obtained for the Gearhart meeting.

#### Polynesian Party

After a cocktail hour in the Bikini room of the Gearhart hotel, a Polynesian party was held. Mr. and Mrs. Jack Abbott were in charge of the event. Dan Speer, Speer & Sons Nursery, Portland, and Mrs. Mary Vollstedt, Reed's Garden Centers, Eugene, won, respectively, the men's and women's prizes for best costumes. The most original costume prize was won by Jack Abbott, and Mr. and Mrs. Wayne Arnold won the "best couple" prize. "Best hula girl" prize went to Miss Jane Percy, and the most comical costume prize was won by William Curtis, Wil-Chris Nursery; the Miller family, Miller Land-





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scape Nursery, won honorable mention. It was a fun-packed evening, made all the nicer with fine food. Wayne Arnold, chairman; Joe Klupenger, Klupenger Nursery & Greenhouses, Portland, and Norm June, Junay's Garden Center, Portland, ran a bingo party during the rest of the evening.

The final day of the convention opened with Kandid Kamera Kapers, with Robert Walker as chairman. Colored slides of various member and chapter activities were shown. Harvey Mays, Mays Landscape Nursery, Vancouver, Wash., showed some fine pictures of Alaska. Wayne Arnold showed pictures of his Hawaiian trip, and Mrs. Charles Drew, Drew's Nursery, Beaverton, showed pictures of her European trip. Robert Walker showed pictures, including nurserymen's meetings, views of landscape plantings and scenic views. Pictures were also shown of the Willamette chapter state fair exhibits for 1958, 1959 and 1960.

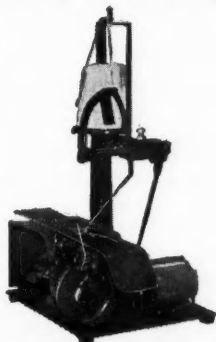
The session closed with a luncheon Wednesday, September 21. The speaker was Frank Doerfler, F. A. Doerfler & Son, Salem, who told about his recent trip to Russia and other European countries.

He commented on the heavy use of bicycles in Holland. In Denmark

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5 to 8 ft.

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—digs wide, deep holes—operates efficiently in rough, stony soil; on hill-sides or uneven ground. 4-way adjustment eliminates crooked holes, holds true for angle digging.



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DIVISION OF UNION FORD AND HOE CO.

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INDIANAPOLIS 18, INDIANA

the party visited the Paulson Nursery, consisting of 100 acres.

The session was made all the more enjoyable through the efforts of Mrs. Opal Lindstrom, Lindstrom's Nursery, Seaside, who provided flower decorations, and Phineas (Mac) McCoury's Garden Center Nursery, Astoria, who beautified the lobby with a landscape display. C. H. P.

**C. A. N. CONVENTION**

[Continued from page 8]

row's competitive market. He noted that there is an urgency and change in the wind which has taken hold of the industry and is going to carry it along. In looking at where the change will lead and where the trade wishes to go, one is immediately confronted by the many kinds of nurseries and diversities of activities within the industry. However, there are certain similarities: Plants, men, money, profit and destiny.

The plant is a creation—merchandise to be sold by the retailer as quickly as possible. It is a garden plant taking endless non-green items to make it grow. Mr. Doty feels there has come to be too much emphasis on accessories. The favorable image of gardening is the plant—not a tool, accessory or kit.

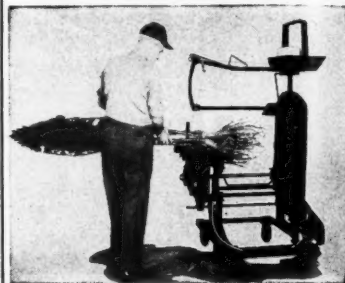
Mr. Doty quickly covered men, money and capital to reach his main subject. He shook his head over the philosophy that suppliers should be bankers. While this is common and accepted procedure among nurserymen, it is not a fact in any other industry.

**Changed Personality Told**

Mr. Doty's main area of discussion was destiny. "If we were given the power to change our industry in any way we wished—if we could dream the perfect industry—what would we do?" Mr. Doty would first give the retailer his rightful pride in his profession—in his individualism. His rewards compare with those of the teacher. However, there are the materialistic side and the question of survival. Many years ago, the nursery reflected the personality of the owner. Nurserymen were teachers. Then came clerks, who dealt with the customers instead of the owner. The image of the nursery was weakened by weakened help. Substitutes for personal service were made in the forms of labeling, packaging and systems of merchandising. These changes led to standardization. With standardization, the individual personality is eliminated. Mr. Doty's dream would have both the specialist and the fast-moving merchandiser. Looking at the present chain oper-

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NURSERY STOCK  
BUNDLERS**

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**MODEL SRN**

Uses jute or sisal twine to tie bundles automatically, up to 10 1/2 ins. in diameter. Will tie in any sequence with one wrap and with a nonslip bow knot.

**ALSO - MODEL EM**

A light, speedy bench model using cotton twine for bundles up to 4 1/2 ins. in diameter.

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LITERATURE ON REQUEST

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**Makes More Money  
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**The Pioneer In Foliar Feeding**

ations, the speaker noted that they have weaknesses. They have a lack of knowledgeable sales help, for which they try to compensate with labeling, self-service, etc. If one chooses personal service for an operation, it should be first rate, or else one should go the other way. Give the customers what they expect—do not do a half-way job of service or self-service. The trade must equalize the advantages of chains, which were given them on a silver platter—prompt payment, larger volume purchasing through faster turnover, etc. One should adapt those practices which have been proved successful and which can apply in one's own business. For example, the nurseryman has long accepted the high markup with slow turnover. The chains are trying to prove that the volume of sales with a lower markup will increase the turnover from heavy traffic and in the end produce a comparable or better profit picture. The real issue is not simply low prices, but whether nursery stock can be sold like coffee or soap.

Nurserymen may see the weekly specials as much a part of the nursery business as of the grocery business. There will likely be volume buying—perhaps via co-ops. There will undoubtedly be much more presold merchandise. There will be advertising and higher prices at the wholesale level, but not necessarily at the retail level, since the retailers will not have to spend so much in promotion. That is, the grower will have presold the product to some degree. Grower groups may make efforts in packaging and advertising of their own brands.

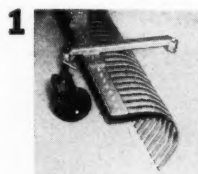
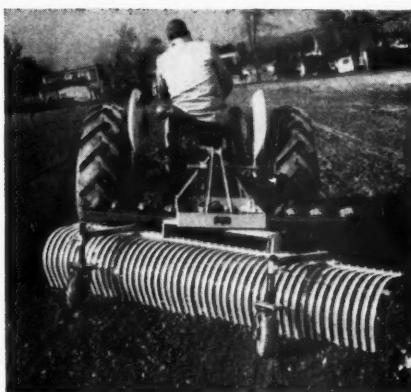
#### Care in Labeling Urged

Mr. Doty urged growers to do something about product labeling before they are forced to. There is now confusion about plant names. Straightening out the nomenclature would be a good basis for publicity for the industry and a new subject area for garden writers. Furthermore, careless or false labeling destroys the confidence of the consumer, who should look to the nurseryman for expert advice.

The speaker pointed out some of the favorable aspects that might be overlooked in all the talk about competition and trouble spots. There is

## 5 REASONS WHY

this **NEW MODEL**  
**RE YORK RAKE**  
grades and  
landscapes  
better, easier,  
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**NEW**  
**FRONT-OR-REAR**  
**CASTER WHEEL**  
**MOUNTING:**

Wheels can be mounted ahead of rake teeth for surface free from wheel marks . . . or behind for faster working of rough terrain.



**TOUGH**  
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### 2 NEW CASTER WHEEL ADJUSTMENT:

No tools necessary to change caster wheel positions or make vertical adjustments. Shafts marked at 1/2-in. spacing for quick, accurate vertical alignment.

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**TEETH:** Reversible and replaceable heat-treated alloy steel points . . . give double wear.

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Grader Blade is raised and lowered by Scarifier crank and cable.

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Permits all York attachments to be carried permanently on rake.

York Rake teeth are tops in toughness. They are made of heat-treated alloy steel . . . tested to stand far more strain than they'll ever see in actual use. That's why they eat up big soil-working jobs in a hurry. "York-quality" teeth are made only by York and used only in York Rakes.

**DON'T DELAY . . . ORDER A**  
**NEW MODEL RE RAKE FOR 1960**

Your dealer will be glad to arrange a trial. For complete specifications, prices and nearest dealer's name, write Dept. AN-1020.



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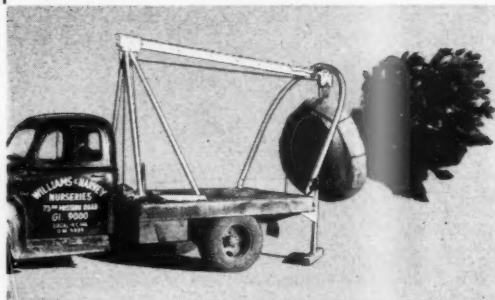
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**PERFECTION MARKERS ARE BETTER**  
for Park Trees, Display Gardens, Field use or greenhouse Pots or Benches. Proven by thousands of users and every one a booster! You'll like them, too. They will stand for years at one marking, or may be changed any number of times for various markings. Send for catalog and prices of the complete **PERFECTION LINE**.  
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**this W-W SHREDDER-GRINDER**  
*Challenges the field...*  
**for**  
**VERSATILITY**  
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**QUALITY!**

Year-after-year fertility is W-W's goal. Proven performance! Unsurpassed versatility! Interchangeable shredding rollers and grinding screen enable you to process any type organic material for your compost or mulch. "Digestive" range includes leaves, trimmings, stalks, peat moss, phosphate rocks, osmunda, even small

bones. **Makes bench or potting soil.** The W-W is a rugged performer from rust-resistant, grey cast-iron frame to rubber-tired wheels. Hammers are heat treated with high-carbon cutting edges to pulverize, shred, grind, mix, or screen. The best for less—buy a W-W Shredder-Grinder... the field's leader.

**PRICES START AT \$129.50\* POWER EQUIPPED**  
Choice of gas or electric engine for Model A shown at right. Model 2-G (top illustration) is \$189.50 with 3-hp Briggs & Stratton recoil starter engine. \*Prices FOB Wichita. Liberal terms. Write for descriptive literature today. One-year guarantee on materials and workmanship.



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no threat of a substitute product coming along to wipe out one's business, as there is with many other products—wood and coal, for example.

The population theme has been mentioned so often that one might tend to discount its great significance. In California, the population will increase 97 per cent in the next 20 years, it is said. Therefore, all supplies must be doubled in that time. All important is the fact that there is a new awareness of beauty and nature, so that there is really an explosion within an explosion. The nurseryman works with beauty and nature—something that gives assurance to an insecure world. Mr. Doty concluded with a smile that nurserymen need a good swift shove into what can be their destiny.

### A. A. N. Market Development

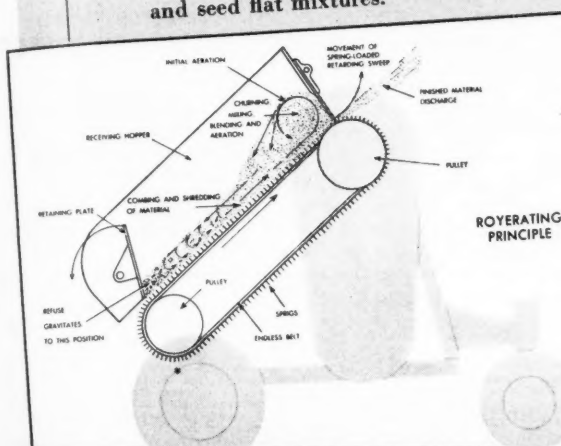
Howard Quadland, director of market development, American Association of Nurserymen, stated that the one most certain thing in business today is change. Recently one of the country's largest corporations engaged a group of 150 top scientists, economists and other "thinkers" for an assignment simply to think through what our world will be like only 15 years from now. What will your business be like five or 10 years from now? It will be different.

Mr. Quadland discussed some of the things the A. A. N. is trying to do in its market development and publicity program to keep the nursery industry in step with the changing times. Nurserymen are dealing with people, not just plants. The A. A. N. tries to build values for nursery stock around the lives and in the minds of people. It appeals to what people like to think about themselves in its television, radio, magazine, newspaper and movie promotions. For example, this copy is used: "The puniest guy in the world likes to think of himself as a he-man when broiling a hamburger or serving friends and neighbors in the garden living room." The reference is to garden living rather than outdoor living. Publicity stresses that land offers the only permanent value in the property. Plants beautify it and increase its value.

After the basic physiological needs for food, shelter and clothing and the needs for safety and security, come the social needs. It is to such needs that the program appeals. It points to gardening as healthy outdoor exercise which "does more for the gardener than the garden," rather than pointing to gardening as work. It points to the status of an attractive home. It publicizes the important

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Write for complete details on "Royerating" and our entire line of Shredders. We make 21 professional belt shredder models—capacities from 5 to 150 cu. yds./hr.—hand-shovel or mechanically-fed—gas or electric drive.

A Royer Shredder has a place in your operation. Use the coupon for details.

Send these bulletins:

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- ☐ "Would You Pay \$1.00 for a Bag of Leaves?"—an interesting story of what can be done with composted leaves.

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part that plants play in relation to the air that is breathed, because this increases the importance of plant life in people's minds.

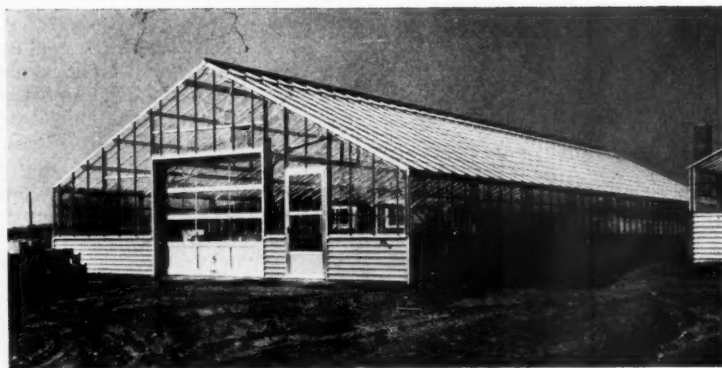
### Successful Results

Nursery sales have grown faster than the general economy for 12 years. Industrial landscaping has increased over 500 per cent in the past 10 years. Leading industrialists lend their names to these programs because they believe in them. Likewise, highway landscaping is growing. The A. A. N. has promoted the functional uses of highway landscaping for safety, and such concepts are now widely accepted by the states. It has also encouraged making a separate contract for the landscaping.

City beautification is becoming more and more a concern to downtown firms which are losing business to outlying stores. Now having or considering urban renewal programs are 512 communities. This means good business for the nurseryman, and the fact that a nurseryman has to do the planting is publicized. If plantings are put out to bid, the bidders should be qualified.

Indoor landscaping is coming into its own. Now foliage and flowering plants are seen indoors in contrast to the few drab specimens used in past

## BUILD ONCE—WITH ALUMINUM BY NATIONAL



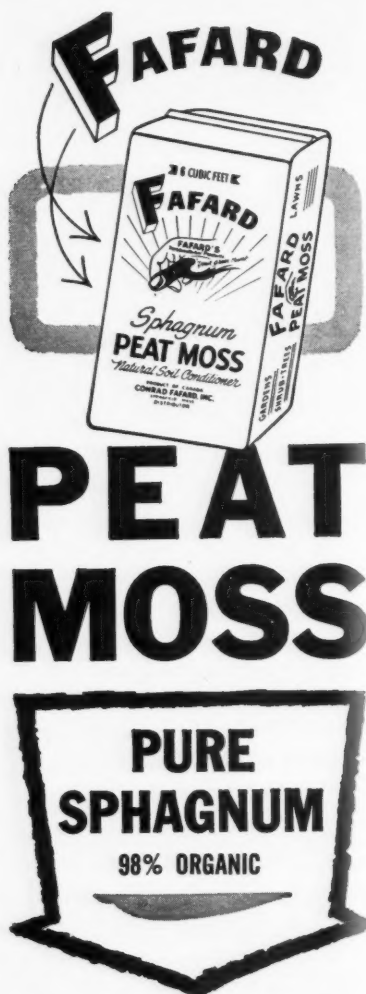
Aluminum, the bright modern metal, has been used by National for the best and most complete line of greenhouses ever designed. ALUMALITE GREENHOUSES by National are a joy to see and are probably more maintenance-free than you can possibly imagine.

A circular describing the complete line of ALUMALITE GREENHOUSES will be mailed on request without obligation.

**NATIONAL GREENHOUSE CO.**

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*From the great Fafard  
Bogs in Canada.*

*Handsomely Packaged  
with Polyethylene Coating.*

*1 peck bags to 7 cu. ft. bales.  
Also German peat moss in  
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Plastic-lined bags 2½ lb. to  
100 lb. as well as in bulk.

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years. It is pointed out here, too, that these plants help purify the air.

This industry has the task of replanting the whole nation. Planting should be an integral part of urban renewal, not an afterthought, as so often in the past. Nurserymen must be crusaders for plant beauty through "Plant America" and "Plant California" programs.

Any lack of zeal and understanding with respect to the nursery industry and what it can do for people costs the nurseryman money. It is folly to allow beautiful lands to degenerate into areas of ugliness, and it is not too late to act. While it seems that much land has been ravished by the bulldozers, figures show that only a fraction of the available land around even Los Angeles and the San Francisco peninsula have been developed. If a city turns to beauty and plants, it will affect the homes, schools and factories as means to a better life.

### Marketing Goals

Mr. Quadland turned from the A. A. N. programs to a discussion of specific marketing information. There should be more concentration on the consumer's thinking and less on cost, in setting prices, he said. Nursery products are not nuts and bolts and must not, necessarily, have their prices dictated by supply and demand. Prices should be made to obtain adequate profits. It has often been the case that an increase in price of a product increased the demand for it. Reportedly, women buy 73 per cent of nursery products. This knowledge should influence store layout, personnel training, advertising and services.

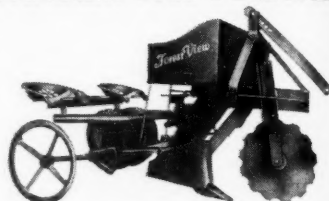
The A. A. N. marketing goal is to sell the plant, hole, fertilizer, peat moss, etc., all in one package. It will never reach that goal, but it will keep the goal clearly in mind as it continues to work toward it. City beautification or highway landscaping are other steps toward the goal to "Plant All America." Do the same thing in the nursery. Set aims and keep moving step by step toward the goals.

### Changes Needed

Change is certain, and one must keep up with the changing times. It is important to think up new uses for plants—for indoor planting, for city streets or to start new moves, like the Japanese garden trend. A complete marketing plan should be developed. One should know who one's customers are — their living area, nationality, income, age, etc. A plan to know and hold one's cus-

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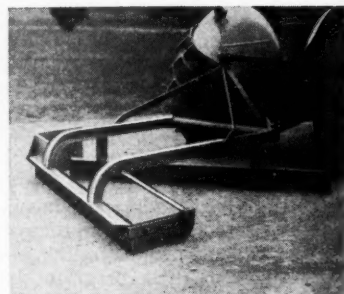


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tomers is needed, and that also is true regarding employees.

One's own advertising and display plans and policies should be used. Specials should be featured and placed where the customers have to walk past other nursery stock and supplies to get to them. Shift displays to see what actually proves best; have some jumbled displays, as people do not like to break up a beautiful arrangement. There are no more pyramids of oranges in grocery stores. The best displays are waist high, not at eye level. Also take advantage of the fact that customers will usually turn to the right upon entering a store.

Mr. Quadland pointed out that many of the ideas he had been presenting came from the A. A. N. management conferences. Attending one of these is a must for every nurseryman who wishes to prepare himself to meet the challenges. There is a vast market ahead; it is not a fight for nickels. The prize for the nursery industry may be as much as an added billion dollars in the next 10 years.

#### White Tells Management Goals

Dr. Richard P. White, executive vice-president, American Association of Nurserymen, proclaimed that the association looks forward to the 1960's with confidence. One of the most important developments contributing to this belief is the enthusiasm with which the A. A. N. management conferences have been received. For some time the association realized that management training was a weak area of this essentially family-business industry. As Mr. Doty pointed out in his earlier speech, the industry must be money-healthy in the days ahead. It is not now, as evidenced by the slow payment practices so prevalent. Dr. White urged that bankers be used as bankers and suppliers as suppliers.

Mass merchandising is here to stay, and the trade must meet the problems it is bringing. It is attracting "smart money boys" who employ unethical practices. Nurserymen must operate on a sound basis to combat them. Dr. White traced the vine peach case; the promoters are now in deep trouble. The A. A. N. has met with government agencies, and the F. T. C. has promised to step up its activities against such deceptive practices if it receives the cooperation of nurserymen. The trade should cooperate 100 per cent, since the false advertising and unscrupulous actions of these operators reflect upon the legitimate nurseryman.

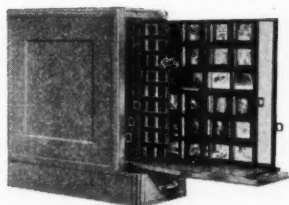
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Don't underestimate the powerful display value of the full-color illustrations and catalog sheets you have on blooming plants and decorative shrubs. Attach these clippings to the swinging wings of a Multiplex. They will attract customers and show them color of blooms and size of plants without taking

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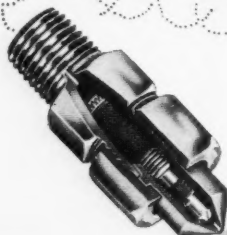
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Chicago 12, Ill.

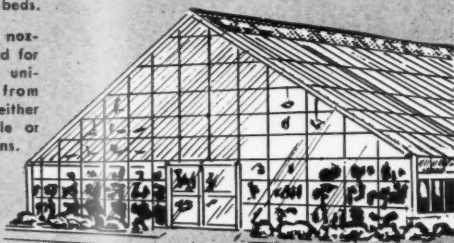


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ALUMINUM • PLASTIC • WOOD  
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production on a more economical basis, since everyone is being squeezed by higher costs and labor. More research in production is a must.

### Labor Problems

Dr. White expects a tremendous push by organized labor into intrastate business. There are two schools of thought: That interstate and intrastate trade affect all business and should be treated the same by the central government, or the classic differentiations between the two should be observed. The outcome is unpredictable.

Many feel that the stand that the nursery industry is agriculture should be dropped, letting wage and hour laws apply, pointing out that there are relatively few persons in the trade who are paid less than the minimum wages. Dr. White stated that it is crucial to realize that if the agricultural status is lost in wage matters, exemption from the national labor relations act will also be lost. The nursery industry could be unionized within a year, as a result.

The issue is not whether to pay \$1 or \$1.25 per hour, but whether the central government should get into local business. Shall the federal government or the states say how much is to be paid in old-age and unemployment benefits? It is necessary to get into politics! There are many men in Washington, D. C., and Sacramento, Calif., who do not truly represent their constituents, and it is not their fault, but the voters'.

### Joint Efforts Needed

Dr. White urged closer cooperation between state and national associations and regulatory bodies. He fears a renewal of "Balkanization," where each of the states, acting by itself, hoping to protect itself, slows down finding solutions to mutual problems. He cited the nematode problem. Last spring the A. A. N. held a national conference on the matter and will do so again next spring. Through a conference on regulatory and quarantine matters, it is hoped there will be understanding among the states in areas such as tolerances, with a resulting freer movement of nursery stock. Similarly, there will be a legislative conference in December to predict the problems arising and establish a common front to meet them.

Dr. White noted that the highway program of the A. A. N. has been criticized by some, particularly landscape men, who say it does not promote landscape business. That is not a fact, Dr. White pointed out. Because of new highways, entire new

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communities are being formed, with resulting demand for nursery stock.

The greatest issue of all, stated Dr. White, is whether all believe in the pledge of allegiance to the flag. Do they give lip service or really mean it? Everyone must stand up and sacrifice for this nation's form of government, supporting initiative, free enterprise and profit.

### Education Committee Report

Mrs. Harold Prickett, reporting for the scholarship and education committee, announced the adoption of a resolution recommending that horticulture courses be augmented in junior and senior high schools. Ornamental horticulture has been added to the judging by the California Agricultural Teachers' Association. The committee recommended that the C. A. N. donate a trophy for this state-wide judging. Funds for this purpose were donated in the name of the C. A. N. by the Peninsula chapter. The winning school will hold the trophy for the year. Teaching materials, including a new brochure, have been prepared for the stepped-up program. Itsuo Uenaka, Cupertino Nursery, Cupertino, has organized chairmen at chapter levels. A report of the meeting of the education committee held Tuesday morning,

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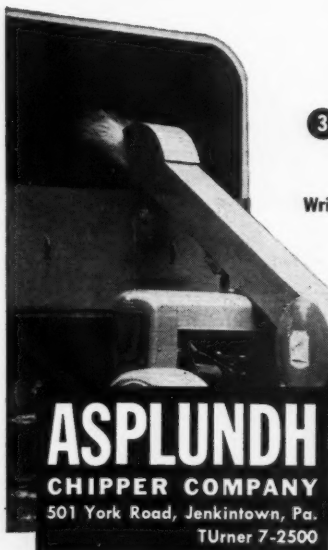
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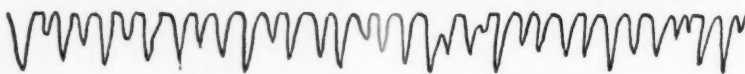
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September 20, appears elsewhere in this issue.

Mrs. Prickett announced three \$100 scholarships to the University of California schools at San Luis Obispo, San Dimas and Davis. Scholarships of \$25 go to the following colleges: Pierce, San Francisco City, Orange Coast and El Camino. Modesto junior college will probably receive a grant soon. Much is being done at the chapter level, with over \$1,000 being awarded to students yearly.

### State Promotional Program

The report of the market development and public relations committee was given by Willis Stribling, Stribling's Nurseries, Inc., Merced, committee chairman. At last year's Long Beach convention the members voted a 40 per cent of dues assessment for accelerated effort in this area. As of September 15, \$18,621 had been received—93 per cent of the \$20,000 goal. An additional \$8,000 was allotted at a recent board of directors' meeting, making a total promotion budget of approximately \$27,000. Mr. Stribling pointed to tangible results of the expanded program. There have been two issues of the "Can Opener," the association's new merchandising bulletin. This must be read, studied and used, if it is to provide the merchandising assistance for which it is intended, Mr. Stribling noted.

The second Gardeners' Hoe-down, this October, is being promoted with paid advertising for the first time; Sunset magazine and newspapers are being used. The merchandising sales clinic film should be ready for chapter showings after the first of the year. The news release program has been augmented with 100 glossy photographs and mats. Mr. Stribling urged that members check their C. A. N. bulletin to see what plant is being featured in these releases each week and tie in their own advertising with the state-wide program.

In his report for the "Plant California" committee, Chairman James Perry, Perry's Plants, Montebello, announced that the name of the "Plant California" program will probably be changed to "California Beautiful" in line with the broader scope the program is assuming. May 25, a luncheon meeting was held at the Sunset magazine headquarters of the project, where representatives of Sunset and the C. A. N. met with representatives of other interested groups, such as landscape architects, oil companies and natural resources organizations. They outlined a 10-point program that will be worked out in detail, evaluated and approved



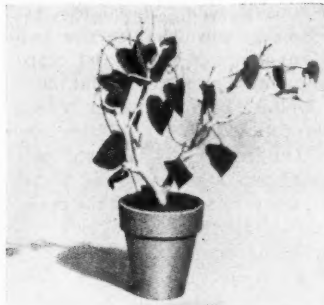
CACTUS TOTEM POLES

Dried cactus skeletons for totem poles.

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12 ins. to 10 ft.

Used for floral arrangements, planters, vines, ornamental trees and bird cages.



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Largest Dealer in Desert Products. Highest Quality and Lowest Prices. Write for Descriptive Literature and Price List.

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before financial support is sought.

Herb Fowler, Fowler Nurseries, Inc., Newcastle, chairman of the research committee, enumerated a number of the more serious problems receiving study in the state as follows:

1. Nematodes — Some promising chemicals are being developed for control of these destructive pests.

2. Oak root fungus — Methyl bromide is effective when applied as directed.

3. Crown gall — Study has indicated that absolute sanitation plus fumigation will result in complete control.

4. Oleander gall — Affected plants must not be sprayed, since this makes the disease move faster.

5. Viruses — This continues to be one of the most important research areas. The importance of maintaining virus-free plants was emphasized. The pear decline problem, Mr. Fowler said, reflects the lack of knowledge of viruses, since it appears there will be a 30 per cent state-wide loss, with some counties losing 60 per cent of their pear crops.

6. Thrips — A new insecticide appears promising for thrip control.

7. Soil compaction — The expansion of suburban communities is making this an ever more serious concern.

In conclusion, Mr. Fowler an-

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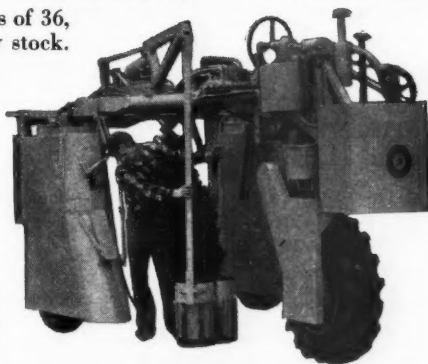
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Legs adjustable in 2-in. settings.

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- Sterilizes seed flat soil.
- Burns weeds in walks.
- Thaws frozen pipes.
- Melts ice and snow.
- Many other uses—burns kerosene.



Proved in England where it is made.  
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6 to 9 ft., well-sheared, \$1.95  
each, cut and loaded on your  
truck C.O.D. at our tree farm.  
Come and see them. You will say  
these trees are the finest you  
have ever seen.

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nounced that the C. A. N. is considering a grant for a research assistant in these seven areas.

Giving the report of the legislative committee, David Stump, Armstrong Nurseries, committee chairman, noted that this was a comparatively light year in the state legislature, with budgetary matters being the prime consideration. Slated for discussion soon, however, are the two important issues of water and reapportionment. It is expected that more social welfare bills than ever before will be proposed.

Mr. Stump stressed that the administration of state affairs is as important to every member as the operation of his own nursery and announced that a legislative action committee with three members from each chapter has been approved by the board of directors for the purpose of speeding political action.

The report of the landscape institute committee was given by Jack McDonnell, McDonnell Nursery, Oakland. Mr. McDonnell, representing northern California, and Richard Westcott, representing southern California, are the two nurseryman members of this committee, which includes representatives from other groups with mutual problems—landscape architects, landscape contractors and maintenance gardeners. Mr. McDonnell called for members to submit their problems and assured early consideration.

### School Programs

Jack Wick, assistant executive secretary of the C. A. N., reporting activities of the refresher course and institutes committee, drew a distinction between these two educational programs. While the refresher course is developed and presented by C. A. N. nurserymen, the northern California institute and the southern California institute are prepared and presented by the University of California, with the cooperation of the association, and emphasize the research work being carried on at the various campuses. This year there were exhibits at the refresher course for the first time. They were well received and will again be presented next year, educationally oriented.

Wray Hiltabrand, chief, bureau of nursery service, discussed the serious nematode situation. There is no complete solution yet known for this problem. Until there is, a realistic approach must be taken. The point of origin inspection tried between Oregon and one California county proved successful and will be expanded.

The president's banquet, social

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System For  
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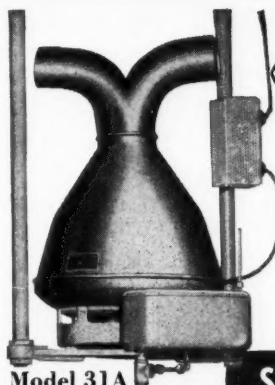
5410 East St., Saginaw, Michigan  
Telephone PL 2-3115

high point of the convention, was held Thursday evening, September 22. Past presidents were first introduced, entering with their wives as their names were called. They passed by a huge birthday cake, later cut by President and Mrs. Schneider in celebration of the 50th birthday anniversary of the C. A. N.

Later, two of the past presidents were awarded honorary life memberships in the C. A. N. Both James Crombie and Syd Whitehorn recently retired from their nurseries at San Leandro and Fresno, respectively. The Pacific Coast Nurseryman award went to Maunsell Van Rensselaer, Saratoga Horticultural Foundation, Saratoga. The Robert Mitchell Boys' Choir played a return engagement to a Yosemite C. A. N. convention and again proved a most appropriate and enjoyable choice.

Wednesday provided a day full of activity and recreation. In addition to the numerous contests, the beauty of Yosemite attracted many horseback riders, cyclists and strollers. The annual softball game was won by the North, managed by Andy Caglia, Andy's Nursery, Fresno, 18 to 6. The protest by South's manager, James Meadows, Meadows Bros., Altadena, was rejected. The All-Yosemite baseball player trophy was awarded to Pat Antonelli, Antonelli Bros., Santa Cruz. Esler Johnson, Neil A. Maclean Co., Belmont, presented his company's trophy to the winning team.

The golfers had a busy day at the Wawona course as well as at the Ahwahnee, where the pitch and putt event took place. At Wawona, Tom James, James Chemical Co., Colma,



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Ideal for long,  
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For The RIGHT HUMIDITY  
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Automatic Controls  
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34-ft. unit for approx. 12-sq.-ft. bed ..... \$4.95  
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You get formulation passed and approved by U. S. D. A. and product insurance guarantee. You get your own name brand and your customers have to return to your store for repeat business. You build more sales for greater volume and greater profit. It's your best insurance against competition.

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Gentlemen:

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won the low gross. Tied for low net were Clark Smith, The Garden Doctor, Los Altos; Gus Pappas, Pappas Bros. Nursery, Colma, and Jack McDonnell. Bill Takeda, Mayfair Nurseries, Inc., San Jose, received the prize for high gross. Mrs. Norman Springer, Bandini Fertilizer Co., Los Angeles, won the low gross for women.

Pitch and putt champion turned out to be Robert Boddy, Descanso Nurseries, Chino. High-gross prize went to James Perry, Perry's Plants, Montebello.

Recipient of the David L. Cunningham table tennis trophy was Mrs. Robert Kallman, Kallman's Garden Nursery, Santa Barbara. William Chandler, Descanso Nurseries, took home the other table tennis award. Horseshoe champion was Clayton G. Pleiman, Tempo Landscape & Garden Service, Castroville.

Activity of another sort was also rewarded at the convention. Orange County chapter was awarded a portable rostrum with inscribed gold plate and \$25 as first in the membership contest. The Peninsula chapter received a portable rostrum for second place in the competition to obtain new members.

**CALIFORNIA A. A. N. CHAPTER  
ELECTS OFFICERS**

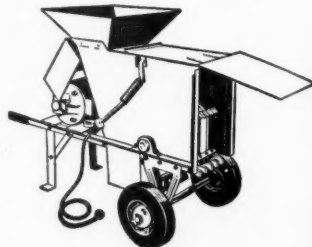
During the recent convention of the California Association of Nurserymen held at the Ahwahnee, Yosemite Park, Calif., California chapter 21 of the American Association of Nurserymen held a breakfast meeting. Elected president of the chapter was Jack Schneider, Orchard Nursery, Lafayette; vice-president, Robert Warner, Manhattan Garden Supply, Manhattan Beach, and secretary-treasurer, John Armstrong, Jr., Armstrong Nurseries, Inc., Ontario.

Elected to 2-year terms as delegates to the national convention were Walter Borchers, W. B. Clarke & Co., San Jose, and James Perry, Perry's Plants, Montebello. Hold-over delegates are Martin Usrey, Monrovia Nursery Co., Azusa; Willis Stribling, Stribling's Nurseries, Merced, and John Edwards, John E. Edwards Nursery, Palo Alto.

Alternates elected are as follows: Herman Sandkuhle, Sunset Nursery Co., Oakland; Tommy Tomlinson, Tomlinson's Select Nurseries, Inc., Whittier; Peter Mordigan, Mordigan Evergreen Nurseries, San Fernando; John Hahn, Ruehl-Wheeler Nursery Co., Inc., San Jose, and Clyde Stocking, Stocking's Rose Garden, San Jose.

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The KEMP outstanding service record is well-known among professional growers and has been for two thirds of a century. Features pioneered by KEMP are today accepted as standard. A KEMP has fewer parts to wear and get out of adjustment like the feature of all shredding teeth being stationary. This has proved one of the big features that keep the KEMP on the job instead of in the repair shop. The KEMP improved principle of soil shredding (not grinding) aerates and retains the moisture and nutrients for better yield.



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KEMP Model 6-0 soil and compost shredder is widely accepted as an aid in shredding old discarded stalks, vines and plants for the compost pile. The KEMP 6-0 shreds soil perfectly for both bench and potting in addition to accelerating the decomposition of materials for composting.

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**WOOD  
LABELS**

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**DAYTON FRUIT TREE  
LABEL CO.**

Ray and Kiser Sts.  
DAYTON, O.

## PLANT PATENTS

The following plant patents were issued recently, according to Rummeler & Snow, Chicago patent attorneys:

No. 1959. *Pyracantha* plant. To Walter Lee, Bellflower, Calif., assignor to Monrovia Nursery Co., Azusa, Calif. The new and distinct variety of *Pyracantha* plant, characterized especially by its upright compact growth, its abundance of bright red berries and the ability of the berries to retain their bright red coloration after exposure to cold weather.

No. 1960. *Euonymus* plant. To Clifford D. Corliss, Gloucester, Mass., assignor to Corliss Bros., Inc., Gloucester. The new and distinct variety of *Euonymus fortunei* plant, characterized particularly by its shapely, erect, shrub growth from a central stem; its thick foliage of rich, dark green leaves having pronounced white to cream-colored margins of irregular depth and having in late fall a slight pinkish cast; its ability to withstand unusually low winter temperatures, and its apparent resistance to disease and drought.

No. 1961. Rose plant. To Hendrikus Antonie Maria Verschuren, Haps, Netherlands, assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by the unique combination of a free blooming habit and attendant suitability for greenhouse cut-flower production; strong flower stems; a distinctive capucine - buff, lightly overcast with orange pink, general color tonality of the flowers, and substantially uniform and prolonged flower color retention from beginning to end.

No. 1962. Rose plant. To Dennison H. Morey, Jr., Pleasanton, Calif., assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of rose plant of the floribunda class, characterized particularly as to novelty by the unique combination of a distinctive contrast between the foliage color and flower color; the relatively large size of the flowers; unusual sepals, which form a hood over the bud, with one sepal being unusually broad and serrated and the other sepals deeply serrated, and a distinctive geranium-pink, lightly overcast with scarlet red, general color tonality of the flowers.

No. 1963. Walnut Tree. To Charles Edward Sullivan, Garden Highway, Yuba City, Calif. A new and distinct variety of walnut tree, characterized by vigorous, upright and strong growth with a tendency to large numbers of side branches; the bearing of few flowers and nuts; lustrous medium green foliage; leaves averaging three to five per shoot and 10 to 12 inches in length, with nine to 15 or more leaflets; elliptical leaflets with pointed tips; leaflets that are substantially sessile or that have very short or almost non-existent petioles; relatively greater resistance to oak root fungus, crown rot, root rot, and nematode infestation, together with wide tolerance to soil and moisture conditions, and—as a rootstock—the ability to produce an English walnut tree that is vigorous in growth, large in size and highly productive.

No. 1964. Rose plant. To Dennison H.

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- Pruned for 5 years
- Excellent color
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Truck or carloads.

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## GRO-BEST Formula G-73

16-40-17 INSTANT PLANT FOOD

**Less Likely to Burn**

Suggested retail, 2 lbs. for \$1.89.

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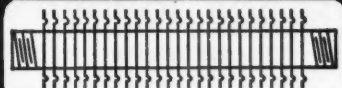
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FLOCK JOBBER**

*—or write*

**CLAREMONT FLOCK CORP.**

Midwest Warehouse and Office  
1440 N. HALSTED ST., CHICAGO, ILL.

Plant and Executive Offices  
CLAREMONT, NEW HAMPSHIRE

Morey, Jr., Pleasanton, Calif., assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by the unique combination of a strong and upright habit of plant growth; abundant foliage consisting of oval pointed leaflets that clothe the plant thoroughly; a habit of producing many flowers of relatively large size; a distinctive carmine, lightly overcast with scarlet red, general color tonality of the flowers, and a very strong and rich flower fragrance.

No. 1965. Rose Plant. To William C. McDonald, San Angelo, Tex. A new and distinct variety of rose plant of the large-flowered polyantha class, characterized particularly by the unique combination of general similarity to the parent variety, Ma Perkins (plant patent No. 1143), from which it is essentially distinguished by a slightly lighter green color of the foliage; a more profuse blooming habit; greater tolerance to hot weather; distinctive snow-white flower color, and a stronger fragrance of the flowers.

No. 1966. Peach tree. To Grant Merrill, Red Bluff, Calif. A new and distinct variety of peach tree, characterized by highly colored, firm, yellow-fleshed, free-stone peaches, ripening with those of the unpatented Elberta variety but distinguished therefrom and from fruits of its suspected parent, the unpatented Fortyniner, by distinctly more red coloration of the skin and a more symmetrically globular shape.

No. 1967. Avocado. To James S. Reed, Carlsbad, Calif. The variety of avocado tree characterized by April maturity; small size of fruit; slender shape of tree; high oil content of fruit; a nutty fruit flavor; smooth and creamy consistency of meat; consistently high bearing of the tree; good keeping quality of fruit, and resistance to frost, salt burn and avocado sun blotch disease.

No. 1968. Barberry plant. To Harold S. Crawford, Ottawa, Kan., assignor to the Willis Nursery Co., Ottawa, Kan. A new and distinct variety of barberry plant of *Berberis thunbergii atropurpurea* type, characterized particularly as to novelty by the unique combination of a uniform and symmetrical habit of growth; relatively large, round and dense foliage, and a distinctive brilliant red general color tonality of the foliage.

No. 1969. Rose Plant. To Mathias Tantau, Uetersen, Holstein, Germany, assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinctive variety of rose plant of the large-flowered hybrid floribunda (*grandiflora*) class, characterized particularly as to novelty by the unique combination of good winter hardiness; a distinctive foliage arrangement of the three leaves beneath each bud, which consist of only three leaflets each; a free-flowering habit; branched sepals, said sepals being long and appearing above the early stage of the bud; a distinctive petal shape, with the tips of the petals all bending back as soon as the flower is released from its sepal; a distinctive peach-red, lightly overcast with scarlet, general color tonality of the flowers, and unusually prolonged lasting qualities of the flowers.

No. 1970. Rose plant. To Jan A. Herholdt, Heil-en-Lof, Eikenhof, Transvaal, Union of South Africa. A new and distinct variety of rose plant of the hybrid tea class, characterized as to novelty by full double blooms of creamy-white color, flushed magenta pink toward the

**PETERS  
SPECIAL**

THE FINEST NAME IN PLANT FOODS!

Unexcelled for  
Container Feeding!  
**PETERS  
SEQUESTERED  
FERTILIZERS**

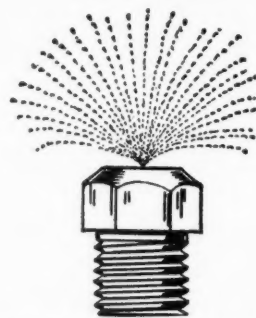
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**M 77**

**Exclusive Chelating Formula  
Positively Will Not Clog!**

(See our classified ad in this issue)

**ROBERT B. PETERS CO., INC.**

ALLENTOWN, PENNA.



Pictured above is the Monarch H-261 fog nozzle. It has 1/4-in. male pipe thread and throws 3.3 gallons per hour at 30 lbs. Better breakup of water particles at low pressure.

5 nozzles .....	\$ 5.50
12 nozzles .....	12.00
100 nozzles .....	85.00
Tork 24-hour on/off clock ...	11.95
Tork cycling clock, 1-minute or 30-second adjustment ...	20.95
Solenoid valve, 1/2-in., full ported .....	23.00

Also strainers, larger valves and other types of nozzles. Booklet upon request, showing many uses for fog in nursery operations.

Postage prepaid—check with order, please.

*Satisfaction Guaranteed*

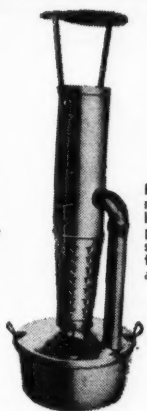
**MIST-O-GATION, INC.**

Dept. A

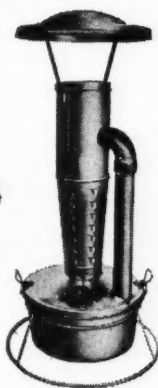
Middletown, Del.

**HY-LO Portable Heaters****HY in performance — LO in cost****HY-LO FORCED AIR HEATER**

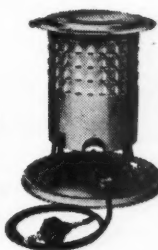
Hy-Lo forced air heater provides a minimum of 100,000 BTU per hour. Only 1/4 the price of comparable forced air heaters.

**HY-LO STANDARD Salamander**

Hy-Lo standard model, low-cost heat; the most popular salamander today. Outsell all others.

**HY-LO JUNIOR Salamander**

Hy-Lo junior model, designed for low headroom. Shorter than standard model. Equipped with extra-large diffusion hood.

**HY-LO LP GAS HEATER**

Hy-Lo LP gas heater, small, inexpensive. Engineered to give the greatest amount of radiant heat. The hottest LP heater on the market.

**FORCED AIR MODEL**  
**\$49.75 each**

**L. P. GAS MODEL**  
**\$29.75 each**

for high overheads

**STANDARD MODEL**  
**\$21.50 each**

(These prices for 4 or more of one model)  
1 to 3—\$22.50 EACH

for low greenhouses

**JUNIOR MODEL**  
**\$23.50 each**

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F.O.B. Nearest Distribution Point

Prices subject to change without notice.

**JOBBER'S INQUIRIES INVITED.**

Write for free information.

**EXCLUSIVE DISTRIBUTOR**

**ALEC HENDERSON, Inc.**  
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CHICAGO 7, ILL.  
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edges of the petals; the sweet scent of the blooms, and the fact that the blooms are carried on long, stiff stems that hold them erect.

All patents prior to and including plant patent No. 601 have expired and become public property. Until the actual date of expiration, a plant patent excludes others than the patent holder from propagating as well as growing or selling the plant.

**LOUISIANA CONVENTION**

[Continued from page 17]

gram is wholly dependent on sales personnel strengthened with a systematic educational program conducted 52 weeks of the year," Mr. Dietzen said. He suggested a half-hour educational program on Monday morning designed to inform all sales personnel of the major features of the coming week. For example, if fertilizer is to be promoted during the coming week, then everyone should review kinds, rates, methods of application, use of equipment, etc.

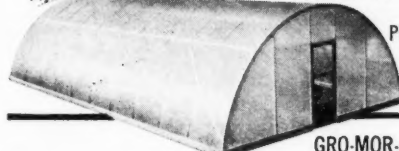
"The only way of doing better business in the slack season is to do a better job of sales promotion during the busy season," the speaker stated. Asserting that advertising is the key to the development of any sound merchandising program, he advised that such a program should

**Plastic Users Choice!**

**SIMPLE CLAMP-ON CLAMP-OFF METHOD OF COVER APPLICATION**

**Gro-Mor**

**IDEAL GROWER SIZES: 11, 22, and 25 Ft. Widths. Lengths available in Multiples of 8 Ft. ... from 32 Ft.**



Please write for Catalog and Price Sheet—AN

**Lord & Burnham**

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GRO-MOR-another fine product of Lord & Burnham

**ROOTSPRED TREE PLANTERS**

Tree planters take a beating. Be sure you are getting a good guarantee, good design and careful workmanship before you buy. Our M-55 at only \$275 features compact, sturdy design, most comfortable planting position, no adjustments or superfluous parts to get out of order. Nonclogging scalpels available for some models. Write for details.

**ROOTSPRED**  
St. Petersburg, Fla.

**KING FISH**

"Organico del mar"

**Nematode control**

**Better roots—Healthier plants**

Immediate action as a foliar spray.

**K. C. MATTSON CO.**

2460 N. Chico Ave., El Monte, Calif.

**"MISTER 100"**

**MIST PROPAGATION NOZZLE**—finest ever developed — wide coverage — flat plane of mist. Spaced 3 ft. apart — drilled and tapped holes — 1/4-in., 1-in. or larger pipe. Sample postpaid \$1.00. Satisfaction guaranteed. Send for your sample today.

**WHITE SHOWERS, INC.**

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**CUSTOM BUILDERS**

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**SPECIALIZED EQUIPMENT**

Write for catalog.

**NURSERY EQUIPMENT CO.**

Maple Plain, Minn.

clip and mail this  
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### SAMUEL CABOT INC.

1021 S. Terminal Trust Bldg.,  
Boston 10, Mass.

Please ship \_\_\_\_\_ pints (12 per case)  
@ 50c each

Please ship \_\_\_\_\_ quarts (12 per case)  
@ 75c each

Please ship \_\_\_\_\_ gallons (4 per case)  
@ \$2.40 each

(All prices f.o.b. Boston)

\_\_\_\_\_ please quote discounts

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to really protect  
wounds and  
prevent decay



Cabot's Tree Healing Paint is a carefully prepared bituminous paint for protecting live wood and preventing decay. For years, leading arborists and foresters have been using Cabot's because it

- is ideal for painting wounds, cuts, broken limbs
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- is made of materials beneficial to trees
- stimulates growth of new bark
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- can be used in any season
- easily applied with paint brush

A quality product from Cabot Laboratories  
...manufacturing chemists since 1877

*Samuel Cabot*

be prepared at least six months in advance. It should, however, be elastic enough to permit changes according to weather and public demands, because timeliness leads to effectiveness.

#### Discourages Price Cutting

Mr. Dietzen stated further that price cutting is not the answer to more sales. Instead he suggested the use of one or two timely items as specials to attract customers, with the normal margin of profit retained on all other items.

Advertisements, he stated, will catch the eyes of more people if they are in color, even if only red or green is used.

To gain the full benefit from an advertising campaign, a sound merchandising program should be followed. The nurseryman should (a) price and mark all merchandise in advance, (b) label with recommended use, growth habit, etc., (c) place specials so that customers will have to see other merchandise before reaching them and (d) use competent cashiers to handle the extra load at cash registers.

"The combined efforts of a good advertising and merchandising program will always yield the added benefit of moving the public through your establishment to educate them to the fact that your prices are competitive," Mr. Dietzen stated.

The entertainment provided for the group consisted of an "Early Arrivals" party Thursday evening, a ladies' coffee hour Friday afternoon, a Cajun shrimp boil Friday evening, and the president's banquet and dance Saturday evening.

#### REPORT FROM FRANCE

[Continued from page 16]

more were not larger than No. 1½ and No. 2. Few of the evergreens were more than two feet high. We concluded that there was logic in this, because these were cash-and-carry nurseries. It would not be practical to carry larger trees and shrubs under arm or get them home on buses, bicycles, motor scooters and small automobiles.

While we were looking over the offerings of Andre Dassary, a large covered truck rolled up and began unloading roses and shrubs. Each plant was wrapped in laminated waterproof paper and labeled with a colored picture tag. This lot of nursery stock came nearest to being packaged in the way we do it in this country.

Many fall bulbs were on sale. Apparently most of them came from Holland, because the large colored

## BURLAP

AT THE LOWEST PRICES  
ANYWHERE!

Treated and Untreated

- Squares • Rectangles • Lengths
- Pinning Nails • Polyethylene
- Peat Pots • Lath House Covers
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- Nursery Needs

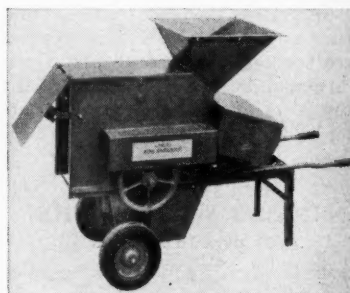
Write for Free Illustrated  
Catalog Today—Then Compare!

YOUR ONE-STOP NURSERY  
SUPPLY HEADQUARTERS

### COLUMBIA NURSERY SUPPLY CO.

P. O. Box 5068 Columbia, S.C.  
Phones: AL 4-3786  
AL 3-8571

### How You Benefit from Precision Soil Shredding



Exclusive patented dual shredder assembly produces highest quality, uniform textured soil materials with all the valuable manures and other humus retained for vigorous plant growth.

Efficient design of shredding rotor provides instant and positive shredding and mixing, of even the most difficult soils, wet or dry. Will discharge 10 ft. out to pile, bench, wheelbarrow or low trailer. Stones and other foreign materials pass through assembly without damage to shredder.

Model B capacities range from 3 to 25 cu. yds. per hr. Optional gas or electric power units. Screening attachments available.

Get complete details on efficient, low cost power shredding with Lindig Soil Shredders. See your local dealer or write factory.

EARTH SHREDDING EQUIPMENT  
**Lindig**  
Manufacturing Co. Inc.

1875 West County Road C, St. Paul 13, Minn.



posters displayed in connection with them were the same that the Dutchmen supplied us at home and that we saw later on in Canada, England and Italy. Those Dutch bulb salesmen get around!

A remarkably complete assortment of plants was on sale. Among the shrubs we saw lilacs, althaeas, forsythias and mock oranges. Some of the evergreens were cedars of Lebanon, junipers, arborvitae and cypress. Fruits included apples, pears, plums, gooseberries and currants. There were large-flowering clematis in bloom and Boston ivy. Many varieties of perennials were on sale, as well as a long list of roses. There were small heather plants in bunches, also boxwood and privet. We saw large-flowering chrysanthemums in pots, espaliered fruit trees, willows, pyracantha and many plants unfamiliar to us.

Being interested in comparing Paris prices with our own, we made notes of some of them, and in this way may have aroused the suspicions of the shopkeepers. Here are some of the prices we copied from the tags—translated from francs into dollars and cents at the rate of exchange in effect at that time.

Roses, field grown, No. 1. .\$.067 to \$.081  
Shrubs, 18 to 24-inch . . . . .61 to .71  
Gooseberries, No. 1 . . . . .67  
Clematis, large-flowered, in bloom. 1.78  
Boston ivy, potted . . . . .1.17  
Pyracantha, 2-foot . . . . .6.07  
Apple and pear trees, large. . . . .4.05  
Perennials, field grown. \$.031, 3 for .81

#### CHICAGO SOCIETY EXPANDS

Funds have been obtained or pledged to engage an executive secretary, in place of the recently resigned Fred G. Huechling, in order to expand the activities of the Chicago Horticultural Society. William A. P. Pullman, Lake Forest, president, is interviewing promising prospects. He is being assisted by Dr. R. Milton Carleton, a past president and a director of the society, the head of Vaughan's Seed Co. research activities.

#### ILLINOIS FIRM CHANGES

Fritz Zeller, formerly of Zeller & Son Nursery, Peoria, Ill., was recently named manager of Bryant's Nurseries, Princeton, Ill., by the firm's new owner, Max D. Seibel. After the Bryant family disposed of it in 1959, the Princeton firm, oldest nursery in Illinois, was operated by Tom Eastman, Forrest Walker and John Johnson. Mr. Eastman died last May, and the nursery was subsequently purchased from Mrs. Eastman by Mr. Seibel, her son-in-law.



**3½-GALLON EGG CANS**  
7c each, F. O. B.  
East Paterson, N. J.

**1-GALLON STRAIGHT-SIDED CANS**  
Carload Lots and Truckload Lots  
2½c each, F. O. B.  
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Did you know that millions of these straight-sided cans are used very efficiently on the west coast and in other sections of the country?

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**NAMSCO PEATS =**

FINELY GRANULATED  
HIGHLY ABSORBENT  
TOP-QUALITY  
CANADIAN AND  
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Prompt Shipments  
"Hollandia" Burlap  
SQUARES  
REED MATS  
for Coldframes

Write for Prices  
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**NEW AMSTERDAM IMPORT CO.**  
120 Grand St., White Plains, N. Y.

**\$**

**MORE  
FLOCKING PROFITS  
with the  
KING FLOCKER  
(Pat.)**

Puts the flock on the tree not the floor.  
Instant control for delicate spotting of wreaths, centerpieces, etc.

Write for circular.

**SCHWINHORST METALSMITHS**  
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Watch the RABBITS RUN AWAY from YOUR YOUNG FRUIT TREES! New

**MAGIC CIRCLE  
Rabbit  
Repellent**

PROTECTS valuable plantings!  
CHASES rabbits FAST!

**EFFECTIVE!** One spraying can chase rabbits for several months.  
**ECONOMICAL!** One gallon of concentrate makes ten gallons of spray.  
**SAFE!** Will not harm sensitive plants.  
**SIMPLE!** Easy to mix, easy to use.  
**FRIENDLY!** Chases rabbits without harming them.

It's NEW from the creator of famous Magic Circle Deer Repellent. BUY NOW! Locally, or write direct to the manufacturer for complete information.

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Assures better, healthier stands  
faster growth . . . bigger PROFITS!

**FORGET DRY SPELLS.** Your growing stock can have a shower of gentle, penetrating "rain" at the mere turn of a valve. Skinner overhead irrigation also gives you positive protection against frost . . . lets you control soil moisture for easy setting and transplanting.

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**SKINNER** The SKINNER IRRIGATION CO.  
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Please tell me how modern landscaping  
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Established 1925

**IMPORTERS—MANUFACTURERS**

Distributors of Bird Pots,  
Menne-Pots and Lerio Nurserians

**J. SHORE & CO.**  
Chelsea, Mass.

## YULE TREE GROWERS FORM MARKETING GROUP

Several members of the Michigan Christmas Tree Growers Association, taking a direct approach to the problems of merchandising and distributing their product, recently formed a cooperative marketing organization called Happy Holiday Harvesters. With funds provided by participating members, the organization is producing merchandising aids for wholesale and dealer customers, promoting the Michigan-grown trees under the trademark Happy Holiday brand.

A planned advertising program will be directed at acquainting the consumer with the better values offered by quality Christmas trees graded to United States government standards. In addition to the brand name, a slogan, "The Tree You Can Trust for a Happy Holiday," will be featured. A sales organization now being formed, under the direction of Ray Thomas, Bellaire, Mich., will be responsible for national distribution of the growers' trees.

## DR. J. V. ENZIE ADVANCED

Dr. J. V. Enzie, head of the department of horticulture, New Mexico State University, University Park, has been appointed assistant dean of the college of agriculture and home economics, according to Dr. P. J. Leyendecker, dean of the college of agriculture and home economics. Dr. Enzie will also continue as department head and professor of horticulture.

Dr. Enzie has been a member of the university's faculty since 1936, when he was appointed instructor in horticulture. He became an assistant professor in 1937 and associate professor in 1939. In 1945 he was named professor and head of the department of horticulture, succeeding the late Dr. Fabian Garcia.

## ANNOUNCE JIFFY-POT CO.

Formation of a new division to be known as Jiffy-Pot Co. of America has been announced by Geo. J. Ball, Inc., West Chicago, Ill. The function of the new division is to take over from the parent company all the activities relating to the importing of Jiffy-Pots and the promotion and sale of them through distributors throughout this country and Canada. Geo. J. Ball, Inc., will continue to act as a distributor of Jiffy-Pots to growers. Market-Paks and other growing containers will also be handled by J. P. A., as the new division is coming to be known.

Offices of Jiffy-Pot Co. of Ameri-

## LARGE TREE MOVING COMMERCIAL LAWN BUILDING

15-in. cal. Trees Easily Handled  
In Quantity

We will furnish necessary supervision, operators and machines or labor as required to cooperate with the facilities available. We will move your trees or furnish them.

Any Project in U.S.A. Considered

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40 Years' Experience  
Trained Crews —  
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Mention The American Nurseryman when you write.



**SPRAY**  
Low-Cost  
Magic Circle  
Repellent

**CREATES BARRICADE  
AGAINST DEER**

Odor not offensive to humans.

**BUY NOW!** Locally or order direct  
from State College Laboratories, State  
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**NEW RABBIT REPELLENT** available.  
Write for information.

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## The Original SWISS ROTARY TILLERS

### 3 New Models

**THE HACKNEY** — 2 speeds and  
reverse — 5 H.P., 15-in. width  
cut.

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verse — 5 H.P., 20-in. width cut.

**THE CLYDESDALE** — 10 H.P. —  
4 speeds and reverse, 30-in. cut.

Repair Parts for All Models

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**FLAME RETARDANT FLOCK**  
for your CHRISTMAS NEEDS

•EQUIPMENT•ADHESIVES  
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at the **LOWEST PRICE**  
**BUY DIRECT** from the  
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PRICES as  
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Write for our low prices and samples.

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The temperature  
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**STANDARD'S**  
**G. H. 5**  
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**TEMPERATURE ALARM**

Battery-operated, maximum-minimum type with lock.  
Made of nonferrous metal.  
Insulated wiring, platinum contacts, unbreakable crystal, chrome-plated case. Scale 20 to 100 degrees F. \$22.50. Write for details. Dept. A-10.

**STANDARD THERMOMETER, INC.**  
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**POLY-TAINERS**  
For Growing Quality Nursery Stock  
**PRACTICAL—ECONOMICAL—EVERLASTING**  
SEND \$1.00 FOR COMPLETE  
INFORMATION AND SAMPLES.  
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**Kill Weeds QUICKLY**  
**JET TORCH**

Has over 99 farm uses. Burns 1 hour on 2½¢ worth of kerosene. Disinfects livestock quarters. Destroys weeds, stumps. Splits giant rocks, irrigates. Burns 6% kerosene, 94% air. Endorsed by agricultural experts. Write for free descriptive literature today.  
SINE, AN 2, Quakertown, Pa.

**Thrifty Pots**  
(For paper planting pots)

**SAVE up to 50%**  
write:  
**OLD ORCHARD GARDENS**  
724 E. Big Bend Blvd. Webster Groves 19, Mo.

ca will be located on the Ball property at West Chicago. The active management is in the hands of G. Carl Ball, executive vice-president; Montague C. Wright, general manager, and Irving J. Stoller, retail products manager.

#### TO CONNECTICUT STAFF

Kenneth R. Hanson and Charles R. Frink have been appointed to the staff of the Connecticut agricultural experiment station, New Haven, according to Director James G. Horsfall.

Dr. Hanson, who received his doctorate in organic chemistry from the University of Liverpool, England, will conduct research on metabolism of organic acids in leaves, working with Dr. Hubert B. Vickery in the department of biochemistry at the station. He was a postdoctoral fellow with the national research council of Canada, and since September, 1958, he has been a Jane Coffin Childs research fellow at New York University medical school, New York.

Dr. Frink, formerly of New Hampshire, received his Ph.D. in soil chemistry at Cornell University, Ithaca, N. Y., and will study the nature of clays and the soil ingredients active in the storage and release of plant nutrients in the station's department of soils and climatology. In the past 10 years these studies have given much information on the peculiar nature of the clays in acid soils of the northeast and a better understanding of the fixation of phosphates in these soils.

#### ILLINOIS PARTNERS

Their 25th anniversary as partners in Hinsdale Nurseries, Inc., Hinsdale, Ill., was celebrated recently by Richard P. Theidel and Hans Rausch. Since taking over the business in 1935, the partners have expanded the nursery acreage from 60 to 110 acres and have landscaped many of the village's schools and churches. Their sons, Elmer R. Theidel and Gene C. Rausch, are now associated with them in the firm.

REMODELLING now in progress at the Henry Field Seed & Nursery Co. headquarters, Shenandoah, Ia., will provide enlarged administrative office space, refrigerated storage facilities of more than twice the volume of the present installation and a parking lot for 100 cars.

CELEBRATING its 30th year in business, the Garden Place Nursery, Abilene, Kan., recently scheduled a 3-day open house and flower show.

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**1st** ...in QUALITY  
...in PACKAGING  
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The self-selling colorful line

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**Large Bales**  
7 cu. ft.

**Plastic Bales**  
6, 4, 1½, ¾ cu. ft.  
Poly-laminated inside and outside

**BAGS: BULK-PACKED**  
READY TO USE

**King Size Bags**  
free-flowing  
More coverage  
More value

**Also European**  
**Peat Moss**  
10½, 7½, 6,  
4½ cu. ft.  
bales

**King Size Bags**  
6 & 3 cu. ft.  
poly-laminated outside  
with separate  
poly bag inside

**PLASTIC PACKAGES**

3 peck 1 peck

Any combination shipped in one carload  
Send for prices now  
**Premier Peat Moss Corp.,**  
535 Fifth Ave., New York 17, N.Y.

**PREMIER**  
*Sphagnum*  
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# HONEY LOCUST

An invitation to join the many satisfied users of the popular Shenandoah-grown patented Honey Locust.

We have good quantities of the following varieties available for fall and spring delivery.

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**Sunburst** (Plant Patent No. 1313)

Please consult our latest trade list  
for complete information and prices.

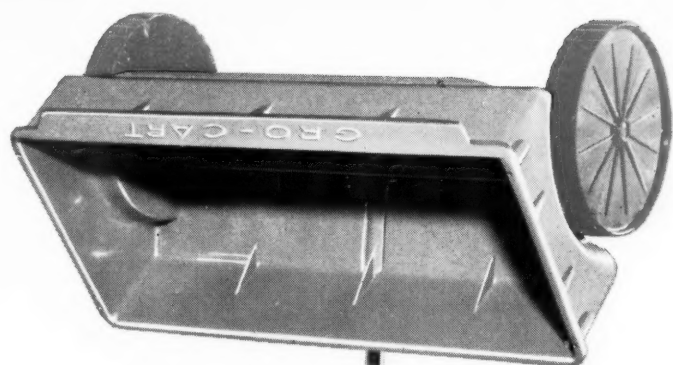
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The new Ferry-Morse Gro-Cart weighs  
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There's nothing else like it! Nationally advertised Gro-Cart is a big, deluxe 24-inch spreader, precision-made for long life and accurate spreading. Yet it weighs only 7½ lbs.; can't rust or corrode; needs no lubrication.

Why? Gro-Cart is made of tough new wonder materials, including Marlex® developed by Phillips Petroleum Company. Gro-Cart is non-corrosible and highly resistant to abrasion, heat and cold. Colors are molded right into the material . . . can't chip or peel.

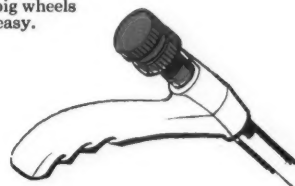
Gro-Cart is a completely new, *unique* gardening aid . . . a big-ticket item that means extra profits for you!



Designed to fit the popular trend for lightweight equipment and materials for lawn seeding and care.



Adaptable to cart for totting leaves, soil, clippings, or cuttings. Its big wheels make handling easy.



New, improved Microjust handle adjusts quickly and easily for accurate metering of all spreading materials.

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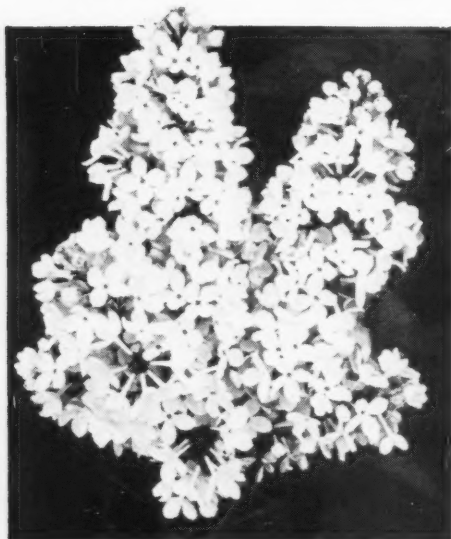
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TO SHOW STURDY GROWTH

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All the varieties below have been chosen for their ability to grow well and bloom handsomely under the widest range of soil and climate conditions.

Ready for shipment straight from our grading tables after November 10th. **Order now** to get the best selection of varieties and grades.

### FRENCH LILACS

**BERRYER**, double, mauve, early, 24 ins.  
**CHAS. JOLY**, double, bright crimson, 18 ins., 24 ins.  
**CONGO**, single, deep wine-red, 18 ins., 24 ins.  
**ELLEN WILLMOTT**, double, creamy-white, 18 ins., 24 ins.  
**GENERAL SHERIDAN**, double, white, 24 ins., 30 ins.  
**KATHARINE HAVEMEYER**, double, lilac-pink, 18 ins., 24 ins.  
**LUDWIG SPAETH**, single, deep red, 24 ins., 30 ins.  
**MME. ANTOINE BUCHNER**, double, pink, 18 ins., 24 ins.  
**MME. FLORENT STEPMAN**, single, white, 24 ins., 30 ins.  
**MARECHAL LANNES**, double, violet-blue, 18 ins., 24 ins., 30 ins.  
**PRES. CARNOT**, double, pink, 24 ins., 30 ins.  
**PRES. GREVY**, double, soft blue, 24 ins., 30 ins.  
**PRES. LINCOLN**, single, blue, 18 ins., 24 ins.  
**THUNBERG**, double, mauve, late, 18 ins., 24 ins.

Size 18" each .70    SOLD IN MULTIPLES OF 10 ONLY  
 Size 24" each .85  
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